Brave New Economy ®

Live-Action Role-Playing System; BETA, v.1.11

Hone Your Skills Without Losing Your Shorts! TM

"He that controls others may be powerful, but he who has mastered himself is mightier still."

- Lao Tsu

Submitted to the 2006 Game Chef Project for Serious Consideration:

Time-

2 Sessions @ 6 hours each w/exactly a fortnight between.

Ingredients-

LAW ACTOR TEAM

PLEASE READ CAREFULLY AND BE ADVISED:

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NON-DISCLOSURE AGREEMENT

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Distribution and Modification License-

A SPECIAL THANK YOU-

First of all, I would like to give kudos to Andy, Sandy and all the kick ass folks that made Game Chef 2006 [http://www.game-chef.com] a truly spectacular competition! Without them, none of this would be possible.

In addition, I would like to extend hearty accolades to my friend and Mentor- Marc Goldman, Author of Joint Venture Secrets Revealed [www.jvsecretsrevealed.com], fellow R.P.G. Gamer, and founder of Goldbar Enterprises, Inc. [www.goldbar.net] and his wife, Terry- for the inspiration rendered!

Last- but certainly not least; I'd like to thank each person [you know who you are] who put up with my entire goings on through this competition as well as every Designer who had the audacity and tenacity to show up!

Summary:

"Business has lots of content but no engagement. Games have lots of engagement but no content. Why not put the two together...game-like trading interfaces in which winning the game means making an actual profit."

-Marc Prensky, Author
"Digital Game-Based Learning"

The Brave New Economy ® L.A.R.P. System is a unique tongue-in-cheek parody that combines [live-action] role-playing with generating [actual] multiple streams of 100% Web-based [passive/residual] income. Experience the *heart-pounding*, unbridled excitement of making serious cash Joint adVenturing!

Though it can-indeed-be played "tabletop"-style, with "pretend" electronic funds transfers; it shines as a real-world trading interface- in which "winning" the game does- indeed- mean making an actual profit.

A typical L.A.R.P. System requires a large amount of space, props, costumes, etc... The Brave New Economy ® L.A.R.P. System only requires your own computer and Internet connection; and a desk or table for a "prop" [to hold the computer up]!; ~}

As far as costumes are concerned; you can play in your birthday suitin the privacy of your own abode- if you so choose!!! :~D $\$

That said...

The Internet Marketplace is extremely dynamic in nature, and changes rapidly. However- certain universal, Timeless Principles will always propel you toward Outstanding Success, regardless of your passion or hobby.

When was the last time you were *freely given* an awe-inspiring invitation to participate in a Live-Action Role-Playing Phenomena of this *magnitude:*

This is like receiving a *gift* Wonka Bar, and like a giddy child, you all of a sudden discover a Golden Ticket to his Chocolate Factory; a REAL [and pleasurable] Blueprint for Outstanding Success!

As Players of the Brave New Economy ® L.A.R.P. System, you will embark upon highly profitable Joint adVentures.

Team-Based Approach-

Brave New Economy ® commands a Team-Based approach to encourage mutual prosperity and decision making amongst the participants. Each Joint adVenture Team represents an JV Web Enterprise and typically has three to six Players; each with different duties.

The Team coordinates, communicates and articulates combined Team resources and decisions; via a Multi-Player Joint adVenture Partnership Character [Joint Venture Covenant].

This is both the ${\bf TEAM}$ and ${\bf LAW}$ ingredients, with the ${\bf ACTOR}$ ingredient to follow.

Players play the individual parts of Web Production, E-Marketing and E-Commerce functions; similar to having your own unique role in a film production. By mutual consent of all Joint adVenturers [Player Characters], they set forth a adVenture scenario. There is not a conventional G.M.

Through a collaborative effort, the group decides upon the tactical and strategic objective within the specified time frame.

The Setting-

"Like a dog without a bone, An actor out on loan, Riders on the storm..."

James D. Morrison, Front Man The Doors

You are finally disgruntled at merely being a commercial and infomercial "bit part" actor in infamous commercials; such as that one hot sauce commercial where you're in front of St. Peter- at the Pearly Gates- and you say "You mean to tell me there is no hot sauce in Heaven?!?"...

St. Peter sadly nods his head and your response was "Then send me to Hell!". As I recall, it was Red Devil $^{\text{TM}}$ Brand.

Then there was that one advertisement you were in- targeted at Christian audiences- featuring Jezebel ® Brand dog food.

Or how about that one Viagra/U-Haul/Bo-Flex infomercial...

As your frustration at playing utterly mind-numbing bit parts increased, so did your desire to become a Member of the *ultra-prestigious* Web Tycoon Actor's Guild.

After [what felt like] countless applications, re-applications and diplomatic denials, you were finally chosen!

Now you are no longer restricted to brain-dead commercials; you actually get to emulate the likes of real success, such as Donald Trump, Anthony Robbins, Steve Jobs and Bill Gates [i.e. "Pirates of Silicon Valley"].

Years later- after achieving the kind of success that countless untold admire- some even envy- there was...

That ever elusive hope for something yet more profound- intriguing-captivating...

Alas; there was still something missing...

Then, like an Alcoholic Moment of Clarity- it hit you out of the blue...

One brief e-mail changed your whole demeanor:

"As an Elite Member of the Web Tycoon Actor's Guild, you have been

specially chosen for a covert mission:

- Demonstrate your acute acting skills via a Proprietary Stealth Technology;
- Prove that Web Tycoon Actors can, indeed, become their role- in reality;
- ➤ Demonstrate not only the profitability of this stealth Lifestyle/Philosophy- but also the pleasure!

Should you decide to accept this mission and fail, you will have further honed your Web Tycoon Acting Skills for another crack at it.

Should you and your Joint adVenture Partnership Team succeedtogether, you will have ignited the catalyst for an unprecedented and unparalleled means to achieve obscene wealth- and the fame that goes with it..."

You deeply continue to ponder... "Can my Web Tycoon Acting Team actually make serious cash, as per the JV Covenant...achieve obscene wealth and the fame that goes with it- and never have to show up on someone else's infomercial production schedule again?!?"

While you are whole-heartedly contemplating all of this, a whirlwind of past experiences and knowledge start flooding your mind- as if a levee was set free...

Blammo!

You are immediately catapulted right back to the Great Here and Now...

"Eureka!" you smile upon yourself, as you dawn upon the sneaky realization that you have cracked <u>THE</u> Code- that which has allusively evaded Humanity for many a millennium...

How to achieve Real Success- even if you fail at generating Obscene Wealth- aahhh...finally- something you can really bite into!

You think to yourself with precisely the right attitude— "this is how I can minimize my risk and maximize my gratification, even if this mission fails; I'm enjoying one of my favorite hobbies, and consider payment a bonus!"

As you reflect upon your Guild School training, the words of Gary Cooper's character [Howard Rolk; the architect] - from that cult classic "The Fountainhead" - come to mind:

"No, a man who works for others without payment is a slave. I do not believe slavery is noble. Not in any form. Nor for any purpose, whatsoever."

"Peter, before you can do things for people, you must be the kind of man that can get things done. Butto get things done, you must love *the doing*- not the people. Your own work. Not any possible object of your charity...my reward, my purpose, my life- is the work itself. My work, done my way. Nothing else matters to me."

Simultaneously, J. Paul Getty's hauntingly familiar words come to mind-

"Build wealth as a by-product of your business success."

You humbly ponder "If wealth is my only object in business, I'll probably fail..."

That's when it hits you head-on:

Wealth is only a benefit of the Game.

"If I win, the money will be there. If I lose- and I will from time to time- it must have been fun or I did not play!"

"I am the author of my own Vision- I now have a real opportunity... historically available only to affluently abundant individuals... while living it up with my comrades...as a prestigious Member of the Web Tycoon Actor's Guild!"

"WOW!", your mind exclaims, as it fully starts to concrete exactly the Mission you were chosen for. The circle comes full swing...the secret reason that you became a Member of the Web Tycoon Actor's Guild...

Simply because you love to act the role of Outstanding Success- which definitely includes generating additional "hands-off" revenue streams!

Your mind passionately burns with all of the untapped glorious possibilities; you recollect:

"...Demonstrate your acute acting skills via a *Proprietary Stealth Technology;* Prove that Web Tycoon Actors can, indeed, become their role- in *reality;* Demonstrate not only the profitability of this stealth Lifestyle/Philosophy- but also the *pleasure..."*

True Navy SEAL-style, you fully grasp that this is a volunteer Mission. That you will be afforded every opportunity to opt out; and that the prevailing attitude can be summed up in two words: "CAN DO!"

With that grip, you don't hope, guess, think, pray or wonder- you **KNOW** that you will succeed...because, after all, wealth is only a benefit of the Game!

Introduction-

"Whether you think you can or can't, you're probably right"

- Anthony Robbins

All Role-Playing Games serve one purpose above all:

To bring people together for a common shared experience, even if only in our imagination! To that extent, Brave New Economy ® attains to pierce the veil between fantasy and reality; entertainment and education.

As a "tongue in cheek" parody showcasing the Electronic Marketing Arena; Brave New World ® also serves as an entrepreneurial catalyst/safe-haven. A group of Players can now experiment with additional income streams via Joint adVenturing, at virtually zero risk!

"Virtually zero risk?!?", you exclaim: Precisely.

You are already accustomed to devoting blocks of time to your love of Role-Playing; other than that—an extremely modest invest of \$10.00 [if even that], once a year for a dedicated U.R.L., and \$10.00-\$20.00 per month for your own *commercial* Web hosting needs. That's it!

You could easily spend that much on just one or two supplements for an R.P.G. System.

This humorous [albeit somewhat sarcastic] R.P.G. System debunks and demystifies all of the crazy Marketing hype that runs amok on the Web; while at the same time, arming Players with what they actually need to make additional revenue via the Web.

Ultimate Financial Freedom is being able to generate multiple streams of passive, reoccurring income- 24 hours a day, year after year-regardless of what you choose to do each day; which is to say-streams that [once properly set up] do not require your direct intervention to make money.

In the Brave New Economy ® L.A.R.P. System, your Character does not represent a "life form", but rather an Web enterprise.

The primary reason only a *very few* individuals make serious cash online is not necessarily because they are e-marketing geniuses or "gurus".

The <u>Number One</u> reason some folks make hundreds of thousands even millions per year- is because they are highly passionate; just like

you, when it comes to Role-Playing!

The Brave New Economy ® L.A.R.P. System has one main theme above all:

Literally any Joint adVenture Partnership Team with a burning need to succeed- and willing to combine leverage- can do so magnificently!

As you absorb the pages of this Infomancer's Tome, envision you as the Web Tycoon you really see yourself- then Go Forth Boldly and Without Fear- success is yours!

Joint adVenture Partnership Characters-

Unlike the other Partnership Characters, the Joint adVenture Partnership Character seeks to *mutually* benefit <u>all</u> parties involved, without the liability stigma typically associated with other Partnership Characters.

A Joint adVenture Partnership can either be formal [contractual] or informal, depending on the nature of the Proposal.

The primary advantages of a Joint adVenture Partnership Character are:

✓ Leverage- As an example, you've designed a really excellent digital product, but have no distribution channel to present it to.

After doing a little research, you decide to get a hold of a few Web Masters that have similar offerings. You offer to generously share profits made in return for endorsing and announcing you to their subscriber list.

Leverage, at the simplest level, is assessing the skills and resources you do have and offering them as a "barter chip" for the skills and resources you do not have.

This mutually assists your Joint adVenture Partners in achieving their financial goals. Numerous Web Tycoons have been {and still are consistently being} made via this unparalleled leverage potential!

The leverage potential of the Joint adVenture Partnership Character is only limited by your imagination and determination!

✓ Non-Constricting- Unlike other Partnerships, the Joint adVenture Partnership is both fluid and dynamic, and can be updated or dissolved quickly and easily. The resources each Joint adVenture Partner "brings to the table" remains theirs. ✓ Mutually Beneficial- With other types of Partnerships, one party tends to have exclusive advantages over the other. In a Joint adVenture Partnership, all Partners mutually benefit.

... Enter the Infopreneur:

Unlike the "old-school" entrepreneur, an Infopreneur requires neither employees, nor large quantities of floor space to store or display their wares; they have minimal overhead and liability issues to worry about.

Furthermore, the Web makes networking an economical breeze- This is Brave New Role-Playing at its finest!

When it all comes "clean in the wash", generating abundance via the Web really just boils down to adopting the Web Tycoon role you see yourself, and play with confidence- to the hilt, as it were- with your fellow adVenturers!

The nature of R.P.G.'s- "you win some, you lose some". Most importantly, above all: **HAVE FUN!** Because, in Brave New Economy ®, there really is no losing- it's all about the shared experience amongst fellow Gamers!!!

The goal just happens to be accelerating the adVenture Team's current high score and money is merely a means of keeping score.

One last thing- there is exactly zero affiliate links in this R.P.G.; which is to say that each and every one of the resources presented to you are found to be supremely valuable to the extent that I share freely!

Prosper Abundantly!

Sincerely,

Mark M. Bravura March, 2006

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Part I: Game Mechanics-

Diceless

Character Sheet- Joint Venture Covenant [copy included]

Prosperity Levels-

Prosperity Levels are measured in Experience Points [E.P.'s] -

Level I---> 1-999

Level II--> 1000-9999

Level III-> 10,000-49,999

Level IV--> 50,000-99,999

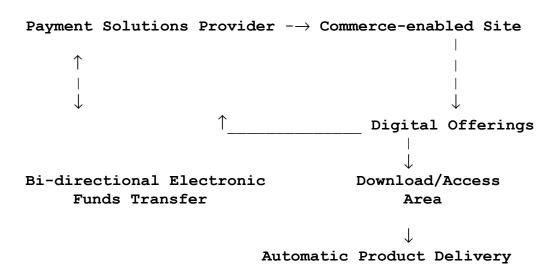
Level V---> 100,000-249,999

Level VI--> 250,000-499,999

Level VII-> 500,000+

One E.P. = 1 US\$ earned, verified [via a verifiable source, such as ClickBank or Pay Pal, once per month] = 1 Prosperity Level point increase [if playing "for real"].

Perpetual Reoccurring Income Stream Machines™-



P.R.I.S.M.'s^m [Perpetual Residual Income Stream Machines^m] are the mainstay and *ultimate goal* of every Player Character; not "machines" in the conventional sense- rather a combination of fully-automated processes, including payment collection and product delivery.

These types of income streams are also known as:

➤ Automatic Money Machines (A.M.M.'s)

- ➤ Internet Cash Cows (I.C.C.'s)
- > Internet Cash Machines (I.C.M.'s)

They exclusively generate you cash via the Internet, through the sales of 100% digital, non-tangible offerings (web hosting, mp3's, e-books, etc.); and are purchased and delivered on the Internet-without direct intervention on your part.

What this basically boils down to:

With Esellerate [http://www.esellerate.net] You can start an Internet Empire without the need of a credit card! However, having one greatly enhances your profitability and maximizes desirable options!

Click on and check it out for your own self- this ain't another affiliate program- prepare to be blown away!

In Review-

You will need one or more theme-related non-tangible [digital] products and/or services to design your own P.R.I.S.M.'s $^{\text{m}}$. These offerings will be:

- > Ones that you are absolutely enthusiastic about and wholeheartedly believe in as a tried-and-true end-user and have obtained Reseller's Rights or are an Affiliate.
- > Ones that you, yourself have created, and therefore have complete control on the distribution, Reprint and Reseller's Rights.

Part II: Game Scenario Overview-

Upon each Player becoming thoroughly familiar with the rules, the first six hour session will comprise of six one hour Phases and progress in the following manner:

Assessment Phase-

The Assessment Phase is essentially a brainstorm of all resources Players "bring to the table". Resources are defined as *anything* that could enhance the overall chances of Outstanding Economic Success.

This can include knowledge, experience, e-books, commercial Web space, printers, burners, software, etc. These examples are by no means exhaustive, but merely serve to put you on the right path.

Leave no stone unturned. Things you have immediate access to and may normally take for granted can end up being crucial Success Resources within the Team Collective!

After the first hour; as each of the Players recall an additional resource not previously noted, by all means record it. The first hour is to collectively list the *majority* of all available resources.

> Tactics Phase-

The Tactics Phase is to brainstorm the specific fully-automated offerings [P.R.I.S.M. m 's] that will be featured and the way they are presented [Themes]. This includes the primary E-Marketing, E-Commerce and Web Design Elements.

For example, this Phase would be used to determine all of the 100% digital products and services each Player has complete Reseller's Rights to [including Affiliate Programs that they've experienced as the absolutely-delighted end-consumer; such as each of the R.P.G.'s we've deigned].

It would also include the look, layout and overall feel of the proposed Joint adVenture Web site; the Payment and Delivery Solutions, etc.

> Strategy Phase-

The Strategy Phase is for bringing the above Resources and Elements into a cohesive Business Model outline. Specifics such as the Web hosting, server scripts, auto responders, Niche Marketing channels and overall E-Marketing/E-Commerce Campaign objectives will be drafted; the Players' finest Team-Player entrepreneurial prowess and esprit!

▶ Plan Overview Phase-

During Plan Overview Phase, Players will refine their individual Web Tycoon Actor's Guild notions into a viable, collective Vision:

In this Phase; all of the above Elements, Resources and the proposed Business Model are finely crafted and forged into an utterly succinct One Page Business Plan: www.onepagebusinessplan.com

> JV Covenant Phase-

The JV Covenant Phase [the **TEAM** & **LAW** ingredients] embodies all of the information gathered in the first four Phases, and "brings it all home".

As the actual Character Sheet for the Brave New Economy ® Universe; The JV Covenant will reflect the focus, foundation, and credibility of the Joint adVenture Team- as a collective "entity".

> Delegation Phase-

The Delegation Phase is to determine who is best suited for each of the individual tasks involved [i.e. Web site construction, sales/ad copy, preparing auto responders, setting up the Payment and Delivery Solutions, etc.]

This does not necessarily mean that only the most "qualified" Player for each required task is the only one assigned to it. This is a Joint Collaborative, whereby all Joint Adventurers are highly encouraged to contribute during the two week "down period"- Game Chef Project-style!

However, each participant naturally gravitates to certain skills and experience.

Each of the Players within a Joint adVenture Partnership would have a BB thread, where they can post their progress and allow their fellow adVenturers to assist in the refinement.

[ED. NOTE: Though this L.A.R.P. System is 100% reality-based sound doctrine; what is being proposed has NEVER been done in the R.P.G. Industry, nor the E-Marketing Arena...

The idea of having a fully functional Web Enterprise inside of a 6 hour session, a two week "down time" and another 6 hr. session is balls-to-the-wall, bleeding-edge, Forward-Thinking Visionary stuff. Up for the challenge-just for the shits ands giggles?!? - M.B.]

The second session will consist of the Joint adVenture Team uniting in real-time, on the web, and going through the final "systems

checks", including:

- ✓ A final review of the P.R.I.S.M.™ Theme Web site [look, layout, links, etc.];
- ✔ A final review of the sales/ad copy;
- ✔ Pre-discussed dynamic revisions to the One Page Business Plan and/or JV Covenant;
- ✓ Etc...

As soon as all last-minute concerns have been appropriately addressed, revisions made, etc.; it's LAUCH TIME [and lunch time for some ;~D]!!!

The remainder of the second session will be spent executing the previously agreed upon E-marketing/Web Promotion tactical deployment to Spread the Word [i.e. Cause Group Contagion, etc.]:

In a nut shell- Promote, Promote, Promote; I bid thee all Ultimate Financial Freedom in the most ultimate Big Dog way- enjoying one of your favorite pastimes [role-playing] and getting paid handsomely for it!

If you are interested in the Campaign aspects of Brave New Economy ®; it essentially works the same way as scenarios- with three exceptions:

- → E.P.'s and Prosperity Levels are used [covered above] to establish Joint adVenture Partnership Brag Rights!
- → Joint adventure Partnership Teams continue to convene once every two weeks:
- → They continue to cultivate ever-increasing numbers of P.R.I.S.M.™ Themes; whereby attaining even greater Obscene Wealth!

YEE HAW!!! :~O

Part III: Crash Course in E-Marketing-

"It doesn't matter whether your product is information or a flyswatter. If you understand marketing, you can make serious income."

Robert G. Allan, Author Multiple Streams of Internet Income

Introduction-

How will your offerings make me look better, feel better? What will my family and friends say? Will this help me enjoy my leisure? Money is forever the great desire.

Now more than ever, people seek financial security, and look for ways to save money- especially over the long run. Saving money and buying at a lower price are sound copy points. But they must be followed through with believable reasons and sound facts.

Stick to the facts! And stay with the BENEFITS ["What's in it for ME!?!"]. A potential customer may be sold, but will that person buy?

Getting Your Reader's Attention-

Endorsements and testimonials are effective ways to dramatize facts and back up the benefits of your product, but don't use ones that seem transparent. They'll ring falsely. There are federal laws against misleading advertising, and they do check up on and prosecute against fraud.

If you use an endorsement from a famous or popular person, that person should use the product. Any testimonials you use must be true. Always aim for satisfaction. Self-respect, accomplishment and security are human aspects everyone strives for.

Never talk down to the readers as though you know something they don't or you're better than they are. To you, the potential customer is POTENTIAL GOLD.

You've caught the reader's attention with a catchy headline.

You've followed through with good copy that demonstrates benefits and appeals to the reader.

Now- before you lose that interest -ask for an order.

You can to close the gap between reading the ad and acting upon impulse. The purpose of the ad is to make people buy. You have to tighten the desire to buy.

An iron-clad money-back guarantee is the most useful tool in pressing action; the more generous, the better! It goes for the bottom line:

What do I have to lose?

And it affirms the quality of the product. If you are willing to back the claims you make with a full refund, you can get a hook into those borderline buyers.

Absolutely STAND BEHIND your word. Be cheerful and expedient in returning a refund. Let them know that you sincerely appreciate their business and not to hesitate in contacting you, if there is any way you can be of further assistance.

If you give a time limit the product will be offered for sale, or mention a limited supply, or have a reduced price for a certain time, you'll increase the impulse to act. Again, STAND BEHIND your word; do not make a "time sensitive" or limited quantity offer that—in factis not; illegal and unethical—better to be flaming spammer!

What you're after:

- ✔ Appeal to the reader's urgency;
- ✓ Make the product totally irresistible to have- now;
- ✓ Extend a generous guarantee;
- ✔ Whole-heartedly stand behind the above!

What is your competition doing? When testing new ads; start with the tried and true. Don't try to be different. It is the sound and worthwhile that brings in the customers- time and time again.

Mastering the "art of selling" is simply knowing how to present whatever it is that you're selling to the buyer in such a manner that she feels buying it from you will solve her problems or fulfill her dreams.

Anybody can sell anything to anybody and selling on the Web is really no different than selling by mail or in person; face to face with your prospect. Really, it's just a more efficient and economical way of making contact.

Thus, you've got to have your sales presentation on "paper", and present it to your prospect just as if you were standing at her front door:

You've got to captivate her attention;

- > You've got to appeal to her interests;
- You've got to reveal to her how her purchase of your product will benefit her;
- > You've got to close the sale by causing her to reach into her purse for her credit card or to write out a check for whatever it is you're selling.

The first few seconds of the opening encounter with your prospect ultimately affects the success of the presentation and inevitably—whether or not a sale is made. Therefor, it's absolutely critical that your sales presentation radiates enthusiasm and success!

Once she's on your Site and is looking at your presentation, you've got to make her feel comfortable; be friendly and believable.

Stimulate her interest in whatever you're selling by appealing to one of her primordial wants, needs or problems with a solution. Don't waste her time with a long and/or complicated dissertation:

- > Make your sales presentation flow;
- > Anticipate her objections;
- > Logically answer them within your presentation.
- > Explain all of the irresistible benefits gained from ownership of your product or service;
- > Whenever possible, let her see or read of proof or testimonials from people who have already bought from you.

The most important thing you want to do is to create- within your presentation- the fulfillment she'll have as a result of buying from you. Stimulate her imagination, and explain to her how she can use whatever you're selling to solve her problems or achieve her dreams.

Invite her to attend the theater of her own mind; cast a word movie that allows her to see herself ultimately gratified and satisfied with your product. Then give her a payment button to click on or a simple coupon to print, fill out and send in along with her cash, check or money order.

Make it as simple and as easy as possible for your prospect to buy from you, extend a generous guarantee and - most importantly- STAND BEHIND IT.

The payment button, order agreement or simple coupon should close the

sale for you - that is, if your presentation is well-written and highly compelling; she sees what you're selling as an answer to one of her immediate wants, needs or problems!

Too many sales presentations begin with some sort of blah-blah story about the seller... "Hello there, I'm writing to you from the beautiful beaches of Waikiki" or "after a hundred years of research I've found the fountain of youth"; even some such tripe as "dear friend, you may not know me but I'm now a millionaire..."

Just ask them if they'd like to know how to make their tires on their car last 10 years or more— if so, let me explain; if not, then you can surf elsewhere now because I don't want to waste your time... Above all else, treat your prospects as though their time is more precious than your own— so don't waste it!

Part IV: Profitable Joint adVenture Campaigns-

Introduction-

Welcome to the single most powerful marketing technique ever invented- the Joint Venture [JV]!

JV's have been and are the catalyst behind many multi-million dollar deals; creating wealth for thousands of individuals. You are about discover simply amazing information that will help you create obscene wealth- virtually out of thin air!

Too many people consider JV's to be something that only elite people with money and products can participate in. Nothing is further from the truth.

adVenture Campaigns in the Brave New Economy ® Universe-

There is simply no other method of achieving Obscene Wealth, so quickly. The purpose of this section is to show how it applies to you in the Brave New Economy ® L.A.R.P. Universe.

Everyone is looking for some kind of fulfillment within their life. For different folks, this can mean different things. One thing that seems to be high on nearly everyone's fulfillment list is more leisure time and more money.

You can now achieve both of these objectives while having a good time with a small group of fellow adVenturers; to the extent that you may rapidly find your self adopting Brave New Economy ® as your new Lifestyle! :~} Here's how it works:

- You will participate in generating a Joint adVenture Partnership Team Character [the JV Covenant] and prepare for Ultimate Financial Success [first 6 hr. session];
- ➤ Launch the Team Web Enterprise, meticulously crafted over the course of the fortnight between sessions and seek real fame and fortune as a legendary Brave New Economy ® adVenturer [second 6 hr. session]!

You'll correspond with your Joint adVenture Team via newsgroups, chat rooms and e-mail; the Prime Objective is to make as much money as fast as possible. This, of course, is split equally amongst your fellow adVenturers.

Hence the need for either a ClickBank Seller's account [\$50.00, one-time, at the time of this writing].

For a zero out-of-pocket expense E-commerce Solutions Provider, then a Premier Business Pay Pal account www.paypal.com and a basic Pay Loadz account www.payloadz.com or an Esellerate [most dynamic!] account is in order-

www.esellerate.net

This will allow you to accept electronic funds transfers [i.e. Visa, MasterCard, etc.]; as a matter of fact- you can accept funds in numerous different global currencies. So, someone playing with you in Japan can receive their Character's piece of the action in ¥, while you receive yours in \$!

Like any band of merry adVenturers, your livelihood partially depends on you covering my back and me covering yours. In other words, the wealthier I help make you, the wealthier I become.

Once a P.R.I.S.M. m [or multiple complimentary P.R.I.S.M. m 's, called a Theme] has been fully implemented on the Web, it's time to "head out".

Spam is evil incarnate, and will come back to haunt you like a ravenous demon. That which is understood need not be discussed.

The ABC's of Joint Ventures-

SO, what exactly is a JV?

The JV is a very unique type of Partnership. Unlike other types of Partnerships, the JV is a true Win/Win for ALL parties involved. A JV can be either informal [a "wink and a hand shake"] or contractual.

They can be ultra-simple [permission to do an interview in return for exposure and a share in the profits], or very complex [a multi-tier JV that involves a number of enterprises]. One thing is for certain, though: nothing can propel you to Outstanding Success- virtually overnight- like the leverage of a good JV!

Over the course of this section, you will discover the very same techniques used by JV Masters and Sharp Enterprisers. Most amazing, however, is just how easy it is to set up a potential JV. You will be introduced to everything you need to successfully enter into a JV.

JV Brainstorm-

Regardless of whether your JV is formal or informal, simple or complex- the following will massively enhance your chances of "sealing the deal":

Make two lists of your JV prospects-

Your warm list is the enterprises that you have a favorable business relationship with, either as a publisher, buyer (end consumer) or a seller (supplier).

Your cold list is potential JV prospects that you feel would have a tight fit with your offerings; but you have had no previous business relationship with.

- ➤ Make a draft of every single benefit you are willing to endow your JV prospect with- and don't skimp. Be sure, however, that whatever benefits you are offering; you are fully prepared to "stand and deliver".
- ➤ Keep in mind that your JV prospect is ultimately concerned with one thing only- what's in it for them. Though it is very important to briefly introduce yourself in a JV proposal- and specifically how you discovered the person you are writing tofocus on their wants, needs and desires.
- > Let's face it- when your are seeking to JV with someone else, it's because they have something you don't.

That being the case, there is an excellent chance that they get dozens- perhaps even hundreds- of JV proposals per week. This means that your JV needs to be extremely attractive to captivate your prospect's attention.

And not just your offer, either- your entire presentation- from the subject line to your signing off; it all paints a picture in your prospect's mind as to who you are; your character, quality and craftsmanship.

- > It would behoove you to offer your JV prospect far more than you seek in return; after all, the idea behind a good JV is leverage.
- ➤ Be succinct- don't "beat around the bush". You should keep your initial JV proposal/invitation to less than two pages (and less is definitely better).

If you do not feel that two pages or less will adequately cover the nature of your proposal, then have prepared a PDF that goes into more intimate detail- should your JV prospect request more info.

➤ Be objective and put yourself in your JV prospect's "shoes". If you were the one receiving your proposal, what would your overall response be?

- ➤ Do NOT include a direct link to your offerings on first contact. Allow them to get back to you and have their curiosity sated.
- ➤ Do NOT make a bunch of claims as to how much money your JV prospect stands to make- UNLESS you can seriously substantiate and document such claims.
- ➤ If your offerings are files you can recompile "on-the-fly" [i.e. PDF's], consider having a custom-branded version of your offerings- gratis- for your potential JV prospect, with their U.R.L. In the Proudly Presented By area. These are theirs to enjoy, sell or give away- even if they don't accept your offer.

The reason for doing this is simple [provided, of course, that your product(s) have liberal Reprint Rights] - more exposure.

Just because they do not accept your JV offer, it doesn't necessarily mean that your work was found to be of poor quality. It might be that they are going through some difficulties, transitions, etc.

At any rate, it gives them the option of adding your offerings to their own. Sure, you won't make a direct profit doing this; however, always remember that "the Gold is in the List"!

It also shows good will on your behalf; that you really are serious about *their* success- you never know when they might contact you back at some future date.

Bear in mind that if your JV prospect is given a choice to do business with a friend or stranger, they'd rather JV with a friend; so be one. A mutually beneficial JV can reap rewards for you and your JV prospect for years to come- if you treat them right, from the get-qo!

Elements of a Good JV Proposal-

No two JV proposals are alike; in essence, each is a "work of art". However, certain components are common to all good JV proposals. The following checklist will serve you as a guideline for massively increasing your chances of getting read, responded to and accepted:

The (e-mail) Subject Line. Many folks starting out with their own Web enterprise don't realize the importance of this powerful, albeit often overlooked, little "Billboard".

Your Subject Line is the only part of your e-mail virtually guaranteed to get read. Basically, you have few words to convince your JV prospect that your e-mail is at least worth a further inspection.

Example: Firstname, Are You Receptive to Joint Ventures?

Not knowing what your particular offerings are or who your target audience is- take this to heart; the more personalized your e-mail is, the greater the chance that it will actually get read. In other words, do your research.

Carefully study the entire Web Site of your JV prospect. Take note if there is an actual name of a person to contact as well as a phone number. If these details are not available, then a Whois [www.whois.com] search may help.

Any time you use your prospect's actual name within the Subject Line, your chances of getting read greatly magnify.

If they have an e-zine, subscribe to it (dig into the archives, if they're offered) - and carefully study at least four or five issues before making contact.

This will give you a slight edge when drafting your JV proposal. Particularly, if you can point out something you found of great value in the most recent issue.

If you are good at writing and can contribute a high-quality article, free of charge for your JV prospect to use in an up coming issue; this will go a LONG way to improving your chances of success as well as gain you all kinds of Web exposure!

Note: do not try to disguise a advertisement for your offerings as an article. Very unprofessional; albeit a beautiful way to get yourself deleted in a hurry. Including a "resource box" of five lines or less is acceptable, if done tastefully—at the very end of your article.

When composing your JV proposal, do so in a true ascii [.txt] editor [i.e. Notepad] - and make sure that the word-wrap function is off. Undoubtedly, you've received an e-mail that was totally scrambled, and a real strain to read.

This is due to the fact that processors, such as Word, contain hidden, embedded formatting commands that do not translate well with an e-mail. You'll want to make sure that each line is within sixty characters (by doing a "hard" enter/return), for guaranteed compatibility with ALL e-mail programs.

Use a guide, at the very top of your composition (and make sure you remove it when you're done), similar to the following:

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_	 	,	1	,	_				

This also applies to any articles you write and submit to potential JV prospects.

After you are finished, drop it into your main processor for a quick spell check and look for any grammatical errors [an/and; he/her]. Keep the following in mind:

- > Send your JV proposals one at a time- do not use an auto responder; bad spam.
- ➤ A real Joint Venture will match up great products and services that solve a problem their audience or niche market is experiencing.
- Your offer should be complimentary, and not compete with the products and services that your prospective partner already sells.
- ➤ Likewise, you would not attempt to JV with a Publisher of a Golf e-zine if you are selling fishing tackle.
- You will need to ease their anxieties about doing business with you [a total stranger] and putting their reputation on the line.

One good way to do this is to use a third-party affiliate tracker, such as www.esellerate.net or www.payloadz.com.

- Assure them that you will pay them in a timely manner (once a day, week, etc.) and do just that. Remember, word now spreads at the click of a mouse. Cheese your JV prospect, and you may quickly find your reputation permanently trashed.
- > Set up a sub-domain on your Web Site, exclusive to their readers; with a very special offer not found anywhere else on your site.
- ➤ Make your sales copy/auto responders available to them if they'd feel more comfortable selling to their subscribers from their own site.
- ➤ You can offer for them to pay you on your own JV offer, in effect becoming your own affiliate. Though this may sound extreme, it has been known to work in a pinch. When you are breaking into your field, you do what you need to do.

[ED. NOTE: For the no-holds-barred, complete lowdown- check out JV Master Marc Goldman's Joint Venture Secrets Revealed- and no, this is NOT an affiliate link; it just plain kicks asphalt! M.B.]
www.jvsecretsrevealed.com

Promoting Your P.R.I.S.M. $^{\mathbb{T}M}$'s Via Leverage-

The true magic of the Joint Venture is <u>leverage</u>; making the best use of the adVenture Teams' combined resources to generate greater wealth for all parties involved.

For example, searching out Web Masters with a very impressive Opt-in/Subscriber List of hungry prospect and offering the List Master an irresistible piece of the action.

You can quickly attain abundance and a quality of life that was not previously available through this method!

T.O.C.

NON-DISCLOSURE AGREEMENT

This	NON-DISCLOSURE	AGREEMENT	is	made be	etween-		
				(the	"Confid	dante")	and
 Prope	erty").			(the	"Owner	of Said	Intellectual

The Confidante agrees to the terms of this Agreement:

As part of the terms of the Confidante being consulted by the Owner of Said Intellectual Property.

- > The Confidante acknowledges that, in the course of consultation by the Owner of Said Intellectual Property, the Confidante has, and may in the future, come into the possession of certain confidential information belonging to the Owner of Said Intellectual Property including but not limited to Trade Secrets, Customer Lists, Supplier lists and prices, pricing schedules, methods, processes, or marketing plans.
- > The Confidante hereby covenants and agrees that he or she will at no time, during or after the term of consultation, use for his or her own benefit or the benefit of others, or disclose or divulge to others, any such confidential information.
- > Upon termination of consultation, the Confidante will return to the Owner of Said Intellectual Property, retaining no copies, all documents relating to the Owner of Said Intellectual Property's business, including but not limited to, reports, manuals, drawings, diagrams, blueprints, correspondence, customer lists, computer programs, and all other materials, and all copies of such material, obtained by the Confidante during consultation.
- > Violation of this agreement by the Confidante will entitle the Owner of Said Intellectual Property to an injunction to prevent such competition or disclosure (posting of any bond by the Owner of Said Intellectual Property is hereby waived), and will entitle the Owner of Said Intellectual Property to other legal remedies, including attorney's fees and costs.
- > This agreement shall be governed by the laws of the State of Washington.

- > If any part of this agreement is adjudged invalid, illegal, or unenforceable, the remaining parts shall not be affected and shall remain in full force and effect.
- > This agreement shall be binding upon the parties, and upon their heirs, executors, personal representatives, administrators, and assigns. No person shall have a right or cause of action arising out of or resulting from this agreement except those who are parties to it and their successors in interest.
- > This instrument, including any attached exhibits and addenda, constitutes the entire agreement of the parties. No representations or promises have been made except those that are set out in this agreement. This agreement may not be modified except in writing signed by all the Parties.

IN WITNESS WHEREOF the parties have signed under	seal	on							
·									
Owner of Said Intellectual Property:									
Confidante:									
confidence.									

JOINT VENTURE AGREEMENT

THIS JOINT VENTURE AGREEMENT ("A	Agreement"), made and	entered into as of	
this, day of, 20,,	of	("").	
ARTICLE I GENERAL PROVISIONS			
1.01 Business Purpose. The busi follows: [Describe Business Purp		nture shall be as	
1.02 Term of the Agreement. This first above written and shall colliquidated, or dissolved by law	ontinue in existence	until terminated,	
ARTICLE II GENERAL DEFINITIONS			
The following comprise the gener Agreement:	cal definitions of te	rms utilized in this	
2.01 Affiliate. An Affiliate of indirectly through one or more i or is under common control of su	intermediaries, contr		
2.02 Capital Contribution(s). The Venture actually made by the paradditional capital contributions	rties, including prop		
2.03 Profits and Losses. Any in income tax purposes determined by without limitation, each item of deduction.	by the Partnership's	fiscal year, including,	
ARTICLE III OBLIGATIONS OF THE 3	JOINT VENTURERS		
is responsible f Venture and will be compensated		d decisions of the Joint s services.	
ARTICLE IV ALLOCATIONS			
4.01 Profits and Losses. Commer termination of the business of tother allocations to the Joint With the conclusion of each fiscal years.	the Joint Venture, al Venture shall be allo	l profits, losses and cated as follows at	
ARTICLE V RIGHTS AND DUTIES OF T	THE JOINT VENTURERS		
5.01 Business of the Joint Venture and complete authority and discribusiness of the Joint Venture for all decisions affecting the business	retion in the managem or the purposes herei	ent and control of the n stated and shall make	
At such, any action taken shall Venture shall Venture to the best of its abili business of the Joint Venture. any control over the Joint Venturight to act for or bind the Joint Venture.	l manage and control ity and shall use its shal are business nor shal	the affairs of the Joint best efforts to carry out l not participate in or have	the

ARTICLE VI AGREEMENTS WITH THIRD PARTIES AND WITH AFFILIATES OF THE JOINT VENTURERS

- **6.01** Validity of Transactions. Affiliates of the parties to this Agreement maybe engaged to perform services for the Joint Venture. The validity of any transaction, agreement or payment involving the Joint Venture and any Affiliates of the parties to this Agreement otherwise permitted by the terms of this Agreement shall not be affected by reason of the relationship between them and such Affiliates or the approval of said transactions, agreement or payment.
- **6.02** Other Business of the Parties to this Agreement. The parties to this Agreement and their respective Affiliates may have interests in businesses other than the Joint Venture business. The Joint Venture shall not have the right to the income or proceeds derived from such other business interests and, even if they are competitive with the Partnership business, such business interests shall not be deemed wrongful or improper.

ARTICLE VII PAYMENT OF EXPENSES

All expenses of the Joint Venture shall be paid by ____ and shall be reimbursed by the Joint Venture.

ARTICLE VIII INDEMNIFICATION OF THE JOINT VENTURERS

The parties to this Agreement shall have no liability to the other for any loss suffered which arises out of any action or inaction if, in good faith, it is determined that such course of conduct was in the best interests of the Joint Venture and such course of conduct did not constitute negligence or misconduct.

The parties to this Agreement shall each be indemnified by the other against losses, judgments, liabilities, expenses and amounts paid in settlement of any claims sustained by it in connection with the Joint Venture.

ARTICLE IX DISSOLUTION

9.01 Events of the Joint Venturers. The Joint Venture shall be dissolved upon the happening of any of the following events: (a) The adjudication of bankruptcy, filing of a petition pursuant to a Chapter of the Federal Bankruptcy Act, withdrawal, removal or insolvency of either of the parties. (b) The sale or other disposition, not including an exchange of all, or substantially all, of the Joint Venture assets. (C) Mutual agreement of the parties.

ARTICLE X MISCELLANEOUS PROVISIONS

- 10.01 Books and Records. The Joint Venture shall keep adequate books and records at its place of business, setting forth a true and accurate account of all business transactions arising out of and in connection with the conduct of the Joint Venture.
- 10.02 Validity. In the event that any provision of this Agreement shall beheld to be invalid, the same shall not affect in any respect whatsoever the validity of the remainder of this Agreement.
- 10.03 Integrated Agreement. This Agreement constitutes the entire understanding and agreement among the parties hereto with respect to

the subject matter hereof, and there are no agreements, understandings, restrictions or warranties among the parties other than those set forth herein provided for.

- 10.04 Headings. The headings, titles and subtitles used in this Agreement are for ease of reference only and shall not control or affect the meaning or construction of any provision hereof.
- 10.05 Notices. Except as may be otherwise specifically provided in this Agreement, all notices required or permitted hereunder shall be in writing and shall be deemed to be delivered when deposited in the United States mail, postage prepaid, certified or registered mail, return receipt requested, addressed to the parties at their respective addresses set forth in this Agreement or at such other addresses as may be subsequently specified by written notice.
- 10.06 Applicable Law and Venue. This Agreement shall be construed and enforced under the laws of the State of _____.
- 10.07 Other Instruments. The parties hereto covenant and agree that they will execute each such other and further instruments and documents as are or may become reasonably necessary or convenient to effectuate and carry out the purposes of this Agreement.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement as of The day and year first above written.

Signed,	sealed	and	delivered	in	the	presence	of:		

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