

Essay: **The "ABC model" of development** (full version)

In terms of the Wisdom distinction of upgrading the **age of conversations**, we could look at our relationship to **resources** and assign an age to it. To completely oversimplify, let's assume that there are only **three** ways one could be about resources:

- (A) I'm going to eat all the cookies in the cookie jar and somehow magically they will get replenished. ("somehow, magically" - that's when I think about replenishment at all. I might be completely oblivious to what is going to happen after the jar is empty.) **AGE 4**. There are obvious variants of this in the domain of cutting trees, hunting whale, pumping oil, taking water out of the Tucson aquifer.
- (B) I'm going to manage resources carefully, keep stores, allocate based on price and cost, account for the cost of replacing what is consumed, avoid wanton waste, save and invest for retirement, manage debt with an eye on the long term effect. But I also worry about making ends meet, I worry about whether my kids will make it in the world, I worry about whether my job is going to disappear on me, I worry about insurance covering our medical expenses, I worry about the national deficit, I worry, I worry, I worry. **AGE 30**.
- (C) Resources are an area of play and challenge for me and people in my originating circle. We are full stewards for the environment in which we live and operate, and we are committed to its viability for generations to come. We are keenly interested in technological and social developments that reduce waste, that give alternatives to non-renewable resources, that allow more and more of the population to participate productively and vitally in society, where the resources flow in a way that works for all. **AGE 120**.

The C-people will be telling the B-people to stop worrying so much. You are suffering, they say. Needlessly. You are coming from scarcity. There's enough resources, they say. We can make it all work. Stop worrying, live a little. Challenge is, the B-people can't hear the C-people. They think they are being talked to by A-people. They remember the disasters that ensued when there were too many A-people. All the cookie jars were empty! Someone ate their hard-earned cookies! The B-people remember the heroic fight that ensued to get B-rules in place, the hard-won victory over the A-people. The B-people are constantly on guard for a resurgence of A-power. When C-people start to talk to them, the B's are sure they're witnessing the resurgence of A-rule. And they will fight it all the way.

The C-people are clear that they're not A-people. When C-people talk to B-people they mustn't talk to them as if B-people are the problem, mustn't make them wrong. Any make-wrong will prime the fight, which B-people would surely win. But C-people could talk to B-people by starting out acknowledging the huge victory they achieved over the A-people, celebrating that victory with them, and being clear for themselves that the B-people are their natural allies in this. After all, the C-people want a victory over the A-people too, a victory towards which the B-people got them 90% of the way.