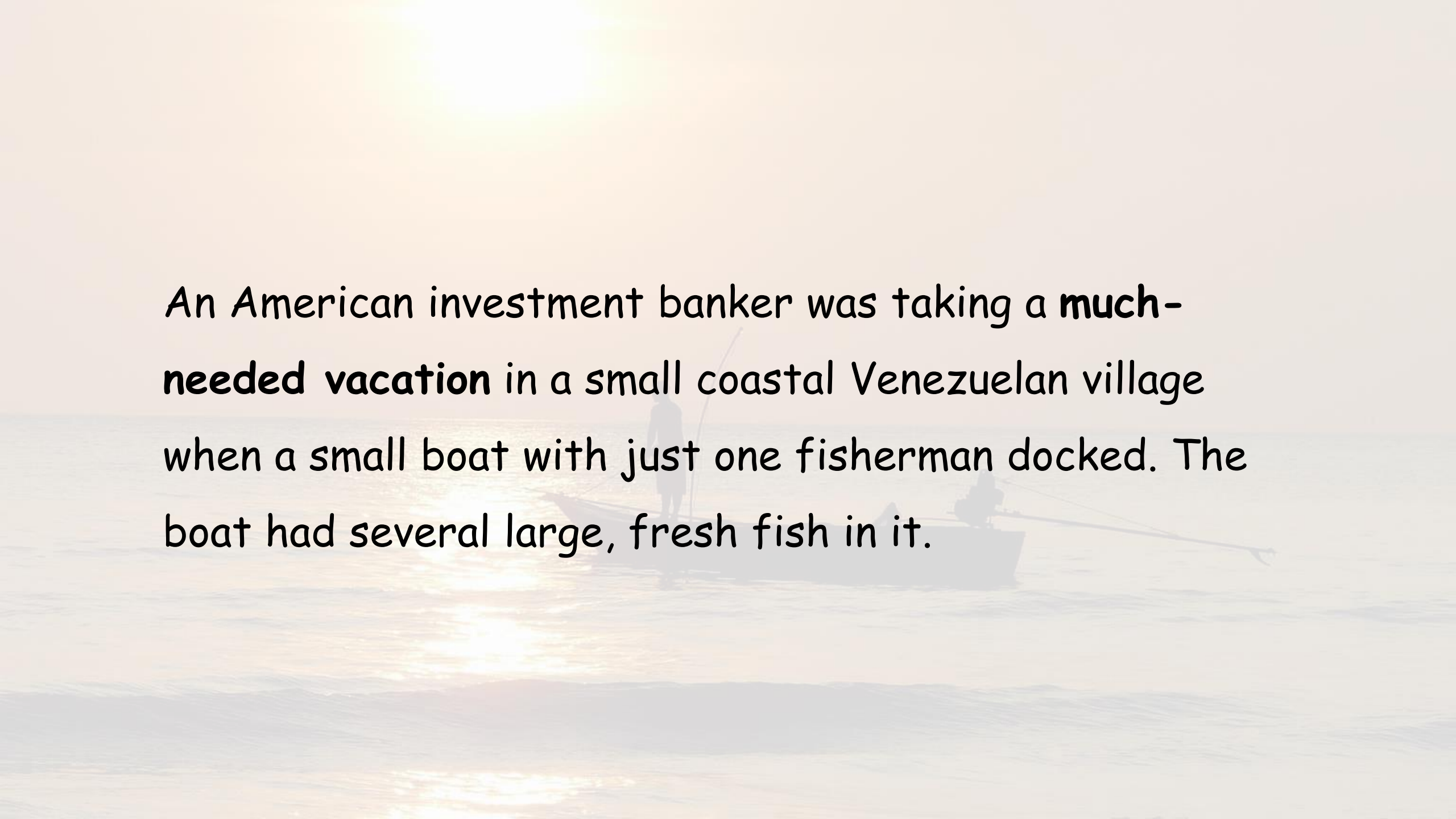


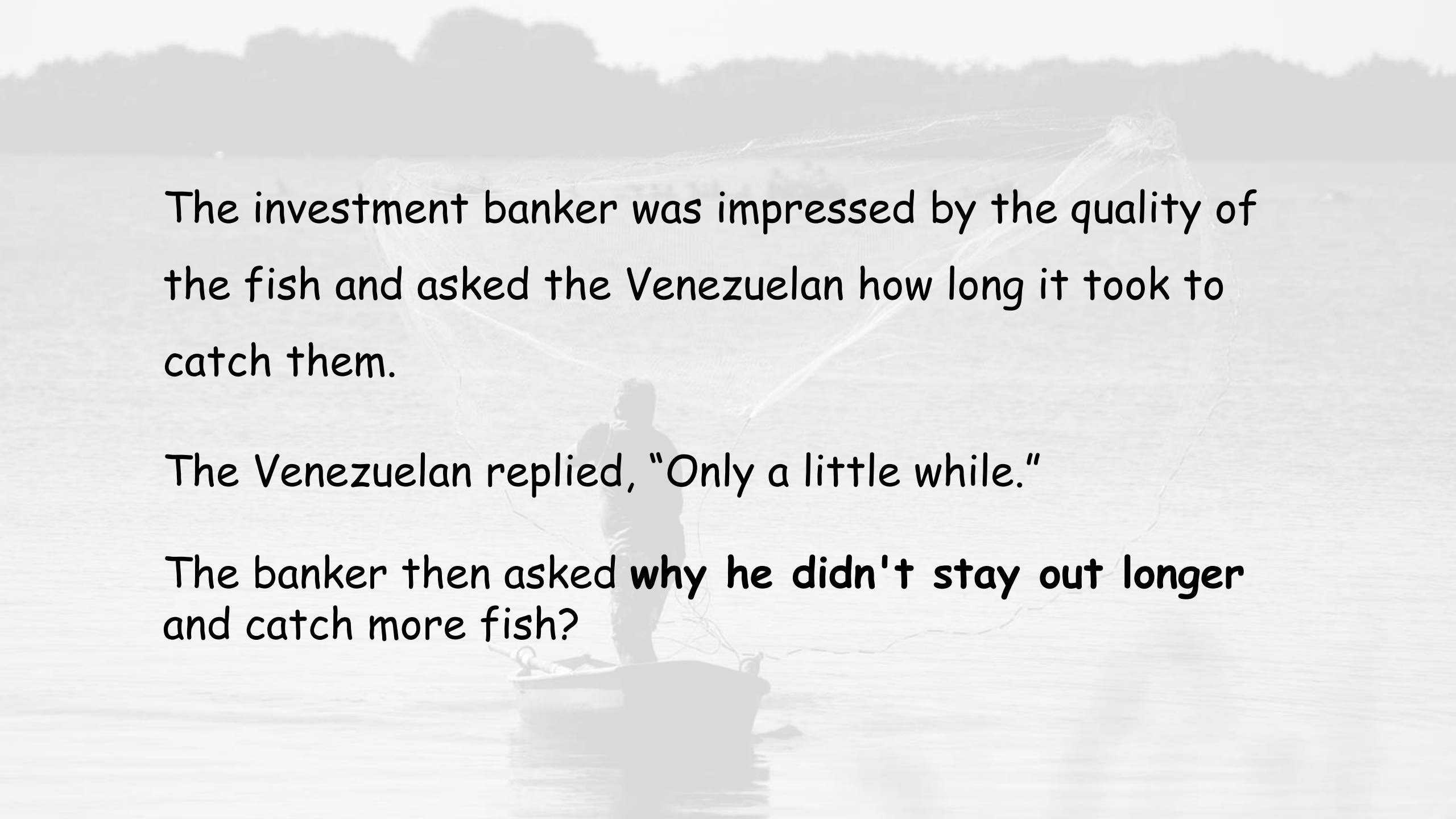
# The Banker and the Fisherman

A parable



A small boat with a fisherman is on the water at sunset. The sun is low on the horizon, creating a warm, golden glow. The fisherman is standing in the boat, and the water is calm. The background is a soft, hazy landscape.

An American investment banker was taking a **much-needed vacation** in a small coastal Venezuelan village when a small boat with just one fisherman docked. The boat had several large, fresh fish in it.

A grayscale background image of a fisherman in a small boat on a body of water. The fisherman is standing in the boat, holding a large, circular net that is spread out over the water. The net is made of a fine mesh and has a thick rope border. The fisherman is wearing a dark shirt and pants. The water is calm, and there are some trees or hills in the background.

The investment banker was impressed by the quality of the fish and asked the Venezuelan how long it took to catch them.

The Venezuelan replied, "Only a little while."

The banker then asked **why he didn't stay out longer and catch more fish?**

A coastal town scene with several boats docked in the water in the foreground. In the background, a hill is covered with dense green trees and a cluster of multi-story houses with varied architectural styles, including some with gabled roofs and others with more modern, flat roofs. The water is calm, reflecting the boats and the buildings.

The Venezuelan fisherman replied he had **enough** to support his family's immediate needs.

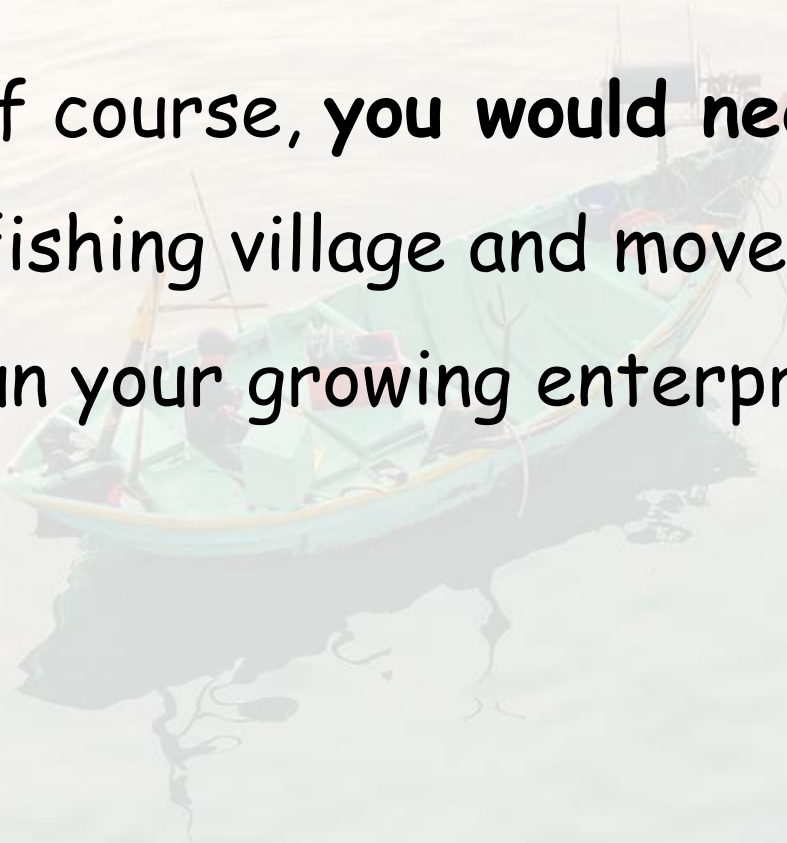
The American then asked, "But what do you do with the rest of your time?"



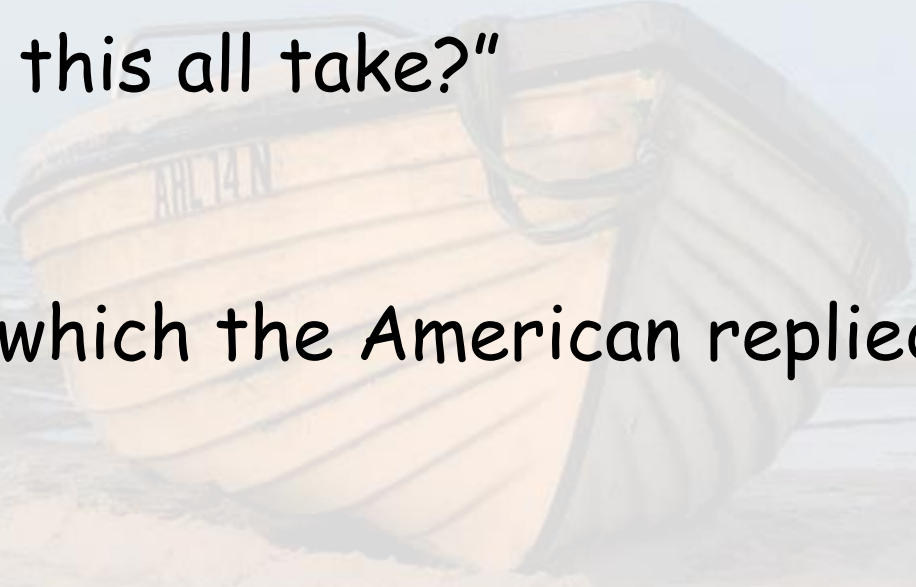
The Venezuelan fisherman replied, "I sleep late, fish a little, play with my children, take siesta with my wife, stroll into the village each evening where I sip wine and play guitar with my amigos: **I have a full and busy life, señor.**"



The investment banker scoffed, "I am an Ivy League MBA, and I could help you. You could spend more time fishing and with the proceeds buy a bigger boat, and with the proceeds from the bigger boat you could buy several boats until eventually **you would have a whole fleet of fishing boats.** You could sell directly to the processor, eventually opening your own cannery. You could control the product, processing and distribution."

A small green fishing boat with a yellow stripe is on calm water. A person is visible inside the boat. The background is a soft, hazy landscape with a light sky and distant hills.

Then he added, "Of course, you would need to leave this small coastal fishing village and move to Caracas where you would run your growing enterprise."

A small, light-colored wooden boat with a dark interior is beached on a sandy shore. The boat has a license plate that reads "AHL 14 N". It is positioned in the lower-left quadrant of the image. The background shows a calm sea and a hazy, mountainous coastline under a pale sky.

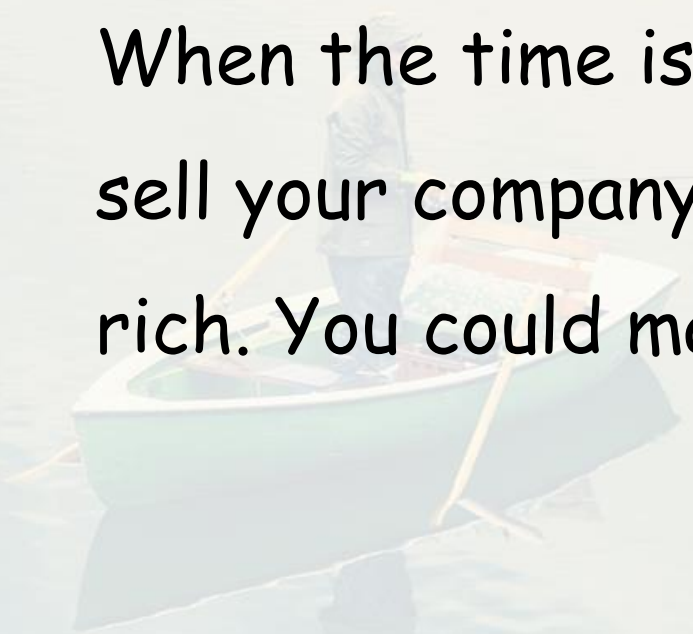
The Venezuelan fisherman asked, "But señor, how long will this all take?"

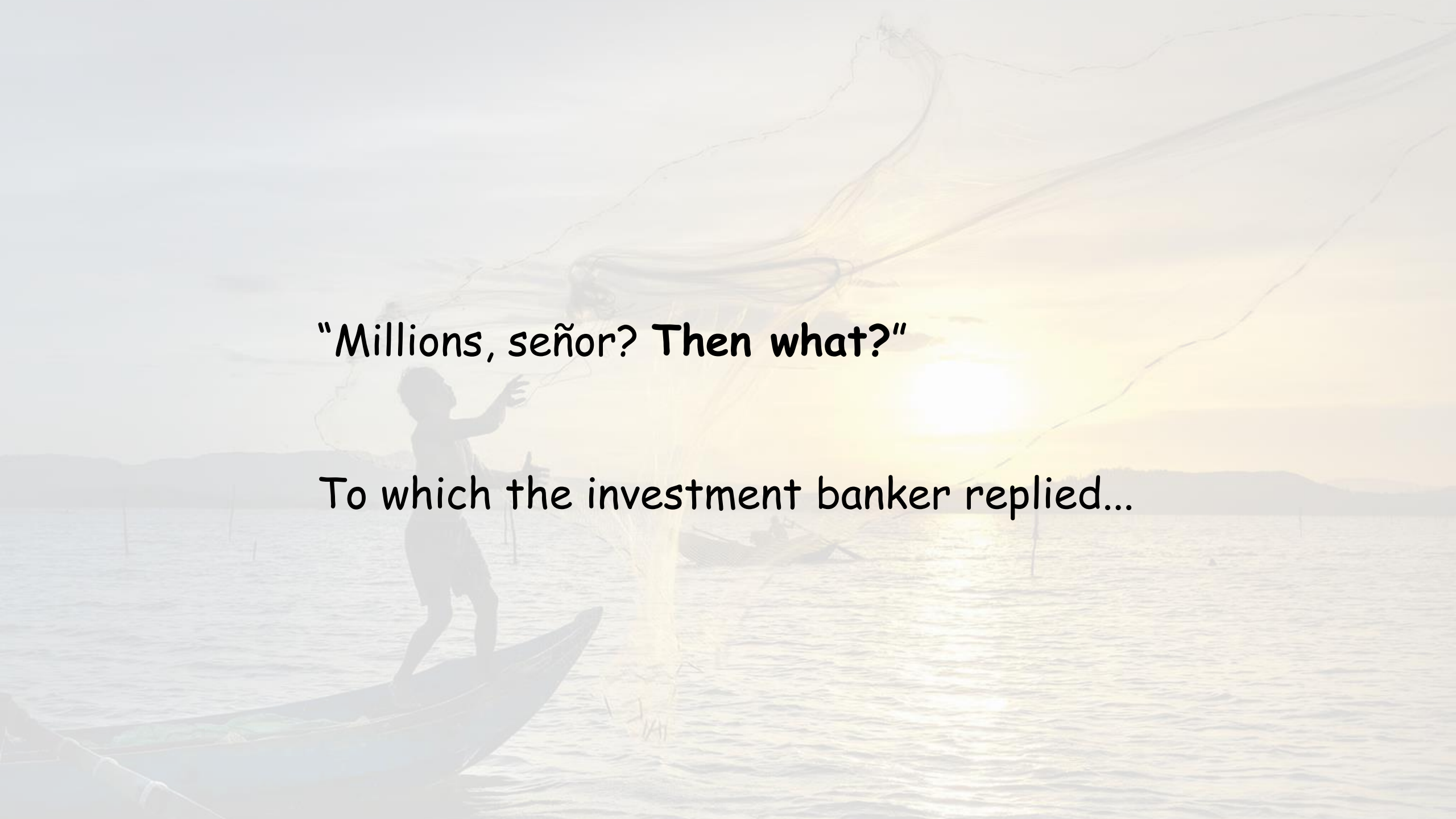
To which the American replied, "15-20 years."



**"But what then?"** asked the Venezuelan.

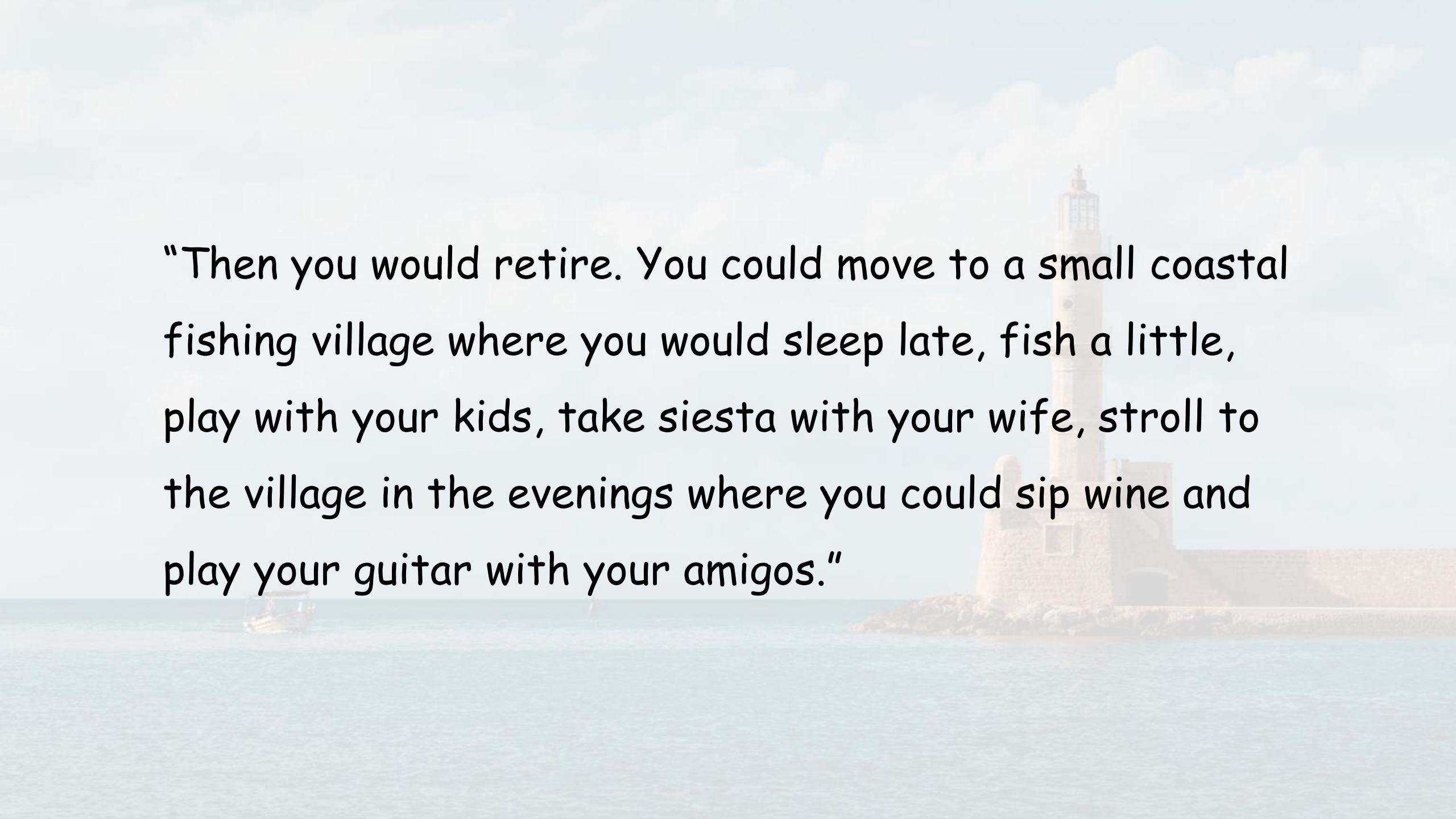
The American laughed and said, "That's the best part. When the time is right you would announce an IPO and sell your company stock to the public and become very rich. You could make millions."



A fisherman in a small boat is pulling a large net from the water. The scene is set at sunset, with the sun low on the horizon, creating a warm, golden glow. The fisherman is silhouetted against the bright light. The net is large and appears to be full of fish, though the details are not clear. The water is calm, and the background shows a distant shoreline with hills.

**"Millions, señor? Then what?"**

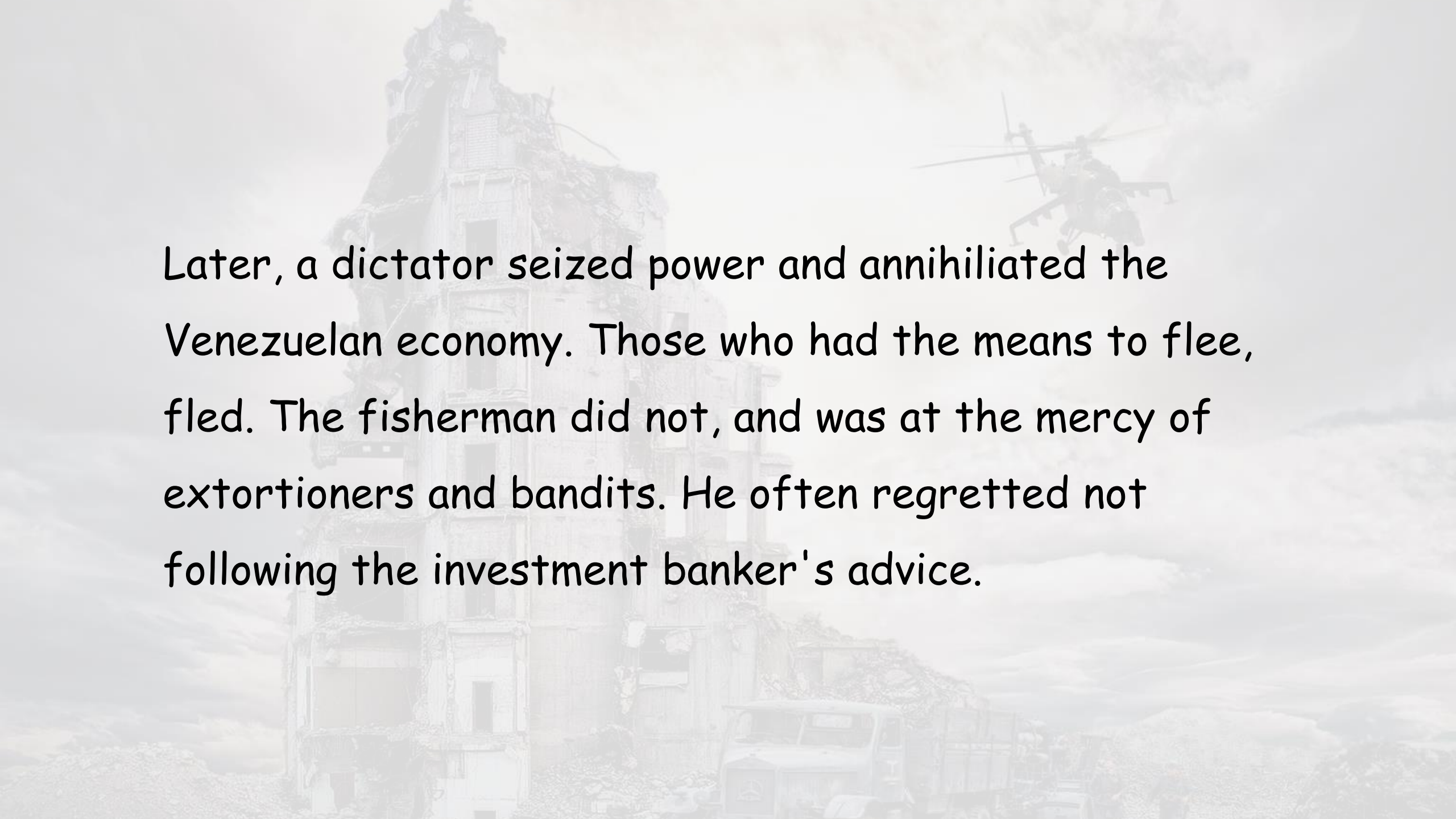
**To which the investment banker replied...**



"Then you would retire. You could move to a small coastal fishing village where you would sleep late, fish a little, play with your kids, take siesta with your wife, stroll to the village in the evenings where you could sip wine and play your guitar with your amigos."

A serene sunset scene over a body of water. In the foreground, a small, light-colored wooden boat with a single oar is moored near a sandy beach. The water is calm, reflecting the warm, golden light of the setting sun. The sky is filled with soft, white clouds, and the horizon is visible in the distance. The overall atmosphere is peaceful and contemplative.

The Venezuelan pointed out that he was already doing this, and declined the investment banker's offer.



Later, a dictator seized power and annihilated the Venezuelan economy. Those who had the means to flee, fled. The fisherman did not, and was at the mercy of extortioners and bandits. He often regretted not following the investment banker's advice.