

## The 'Its Your Money Not Theirs' Chart

We create wealth by adding Value .....

**Business people Invest Money**

in premises, equipment, materials.

**The Staff's work with the equipment and materials Adds Value**

- by how much goods or services produced are sold for, above what is spent on premises, equipment, materials.

**Business people pay staff less than the value they add and keep the rest.**

Put another way – **they charge more for the value the staff add than they pay them.**

**That's how they make Profits. That's what profits are.**

They get away with it because of unequal job relationships - see next

### Business People and The Rich Claim ...

... that for these reasons - their enterprise, taking responsibility, managerial talents, the risk of losing money, and hard work – they are entitled to the profit they make from their staff's work. **They do deserve more. But they wildly over-state it.** The risk factor can be true for some small businesses but the bigger businesses cover losses with successes. And they all make suppliers and banks bear much of the risk, using bankruptcy to escape debts. And most capital invested is skimmed off our work anyway, as shown above. And if they do go bust, they just join the rest of us as workers.

They claim to be 'self-made' but thats not usually so. Some do get rich just from their own work – entertainers, sports stars and the like. That's Ok-ish - they've not done it by exploiting other people. But most of the wealthy do get it from exploiting fellow-citizens at work, as shown above. Higher taxes on them is just us reclaiming what's ours anyway. But their wealth can also be regulated at source, by staff being organised, able to bargain effectively for their fair share.

**What the rich get is not from fair bargaining or any fair assessment.**

**Its from unfair power in job relationships, as shown below.**

Business people and public employers are **organised** - as businesses and public bodies

Most people are **not** organised at work

Any one of them is weak because employers don't much need any **one** worker more ..... or any **one** less **while they have many others.**

One Starting

One Sacked

### The Right – the Entitlement - To Organise In Unions

**They Have Many Others is the biggest inequality of them all.** It operates against anybody, whatever colour, gender, or nationality. People are entitled to relate equally to business people and public sector managers, to counter it, **by organising together at work in trade unions.**

This is how it works - most people work for employers with many staff. Employers can usually manage without any **one** new worker or any **one** leaving or sacked, while **the others** are working. Each unorganised worker is weak **not** because the employer can replace them from the unemployed, but because **even without them the employer still has many others.** Most work is industrialised, collective, so wherever they go for work, unorganised workers **have** to work with this relationship to employers. **People shouldn't have to make their living on these unfair terms.**