

OPERATOR

How the main operator lives from the work

The site will not pay you. The work the site makes visible will. Fill this document by hand. It stays on this machine until you print it.

0/16 tasks · 0/20 conversations

01

The rule

Methods travel by teaching, not by licensing. Knowledge stays public. You sell *operator time* – presence, judgment, documentation, a day on the land. You do not sell exclusive rights, a closed database, or the name as a product.

Livelihoods is in the letters. Your household is the first proof. If the operator cannot eat, the network is a poster.

Charge for presence. Give the methods away. Put every paid job back in the Database so the next place hires you for theirs.

02

What you sell

Four offers. Everything else is a costume. Set your rate in the currency you actually invoice.

CURRENCY € _____

OFFER	THEY BUY	STAYS PUBLIC	YOUR RATE
Documentation job	You go to a place, write the record, photograph the method, file it.	The record goes in the Database.	€ 1800 _____ Guide 1,200–2,500
Teaching day / field school	Attention, a place, a sequence, your judgment.	The notes can be shared.	€ 900 _____ Guide 600–1,200 plus travel
Field install	You or a crew you brief put a method in the ground.	The method stays copyable.	€ 550 _____ Guide Day-rate 400–700, or 10–15% of works
Steward retainer	Monthly office hours, new records, someone who answers.	The commons does not close.	€ 60 _____ Guide 40–80 / month

03

You, named

Institutions do not get hired. People do. Until a stranger can find who to pay, you are volunteering.

NAME

EMAIL

WHAT I WILL DO THIS YEAR

Document __ records. Teach __ days. Install __.

WHERE I WILL TRAVEL

WHERE I WILL NOT

04

Three SKUs

Pick three records you can already teach or install without a committee. Those are what you sell. Everything else is archive.

01

RECORD

Choose a record

▼

TEACH

INSTALL

BOTH

WHY I CAN STAND BEHIND THIS

//

02

RECORD

Choose a record

▼

TEACH

INSTALL

BOTH

WHY I CAN STAND BEHIND THIS

//

03

RECORD

Choose a record



TEACH

INSTALL

BOTH

WHY I CAN STAND BEHIND THIS



05

The sentence

One sentence. Say it. Do not pitch the brand.

I will document this method in your place so your people can run it, and the record goes into the public database.



RESTORE THE ORIGINAL

Twenty conversations

Not supporters. Buyers of documentation or a day of teaching. Land, a block, a clinic, a co-op, a municipal budget.

o named

#	NAME	PLACE / BODY	ASK	WHEN	RESULT
01					
02					
03					
04					
05					
06					
07					
08					
09					
10					
11					

#	NAME	PLACE / BODY	ASK	WHEN	RESULT
12	_____	_____	_____	_____	_____
13	_____	_____	_____	_____	_____
14	_____	_____	_____	_____	_____
15	_____	_____	_____	_____	_____
16	_____	_____	_____	_____	_____
17	_____	_____	_____	_____	_____
18	_____	_____	_____	_____	_____
19	_____	_____	_____	_____	_____
20	_____	_____	_____	_____	_____

07

Ninety days

DAYS 1-14

Set the desk

- ☐ Write my name, email, and year of work on this document
- ☐ Set the four rates – documentation, teaching, install, steward
- ☐ Pick three records I can already teach or install
- ☐ Write the one sentence I will actually say

DAYS 15-30

Twenty conversations

- ☐ List twenty people who have land, a block, a clinic, a co-op, or a budget
- ☐ Speak to the first ten
- ☐ Speak to the rest
- ☐ Ask each one for a documentation job or a teaching day – not for support

DAYS 31-60

First money

- ☐ Close one paid documentation
- ☐ Close one paid teaching day
- ☐ Do the work
- ☐ File the new record in the Database

DAYS 61-90

The flywheel

- ☐ Open a steward list. Do not put a paywall on the records.
- ☐ Close the second documentation job

- ☐ Close the second teaching day
- ☐ If none of this has happened, the website is not the problem

08

The math

Two documentation jobs and one teaching day a month is enough to live simply. Do not invent a company until those three things have happened twice.

WHAT THIS HOUSEHOLD NEEDS EACH MONTH

€

DOCUMENTATION × 2

€3,600

TEACHING DAY × 1

€900

THAT MONTH

€4,500

COVERED, WITH ROOM

€4,500

09

Do not wait for

A perfect database. Twenty records is enough to be hireable.

A grant. Grants make you a proposal writer.

A shop, an app, a token, a membership maze.

Permission from a board you do not have.

Grants can come later as fuel for documentation you are already doing – not as the plan.

10

What the site is for

The site is the shopfront and the ledger. Later it can hold three operator tools: a page that names you and the four offers; Contribute as a pipeline (they pay you to document, or they become a steward); a Kit you can actually ship.

Until those exist, use this document, an email, and a rate. Do not hide behind the brand.