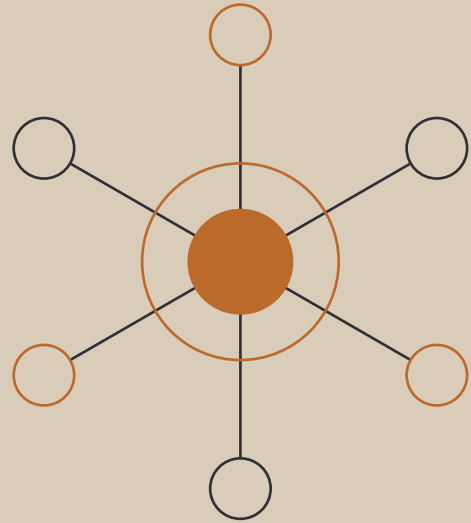




PHILOSOPHY LIBRARY · DOCUMENT 07

The REALSME CORE Economic Framework

Understanding the Economic Journey of an Individual

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About this document

This is the seventh of seven documents in the REALSME Philosophy Library. It describes the human-centred foundation of the ecosystem: the individual as the primary entity, the CORE Economic DNA — Current state, Observations, Relationships & Responsibilities, Evolution — as a living understanding of a person's economic journey, and how that understanding determines the right support through the right layer of the ecosystem.

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INTRODUCTION

Introduction

The REALSME CORE Economic Framework is the human-centred foundation of the REALSME ecosystem.

REALSME believes that every business, investment, project and economic activity begins with an individual.

Businesses	may be incorporated.
Companies	may be acquired.
Projects	may begin and end.
Investments	may be made and exited.
Economic roles	may change throughout life.

The individual remains at the centre of the journey.

For this reason, REALSME does not begin by understanding businesses. REALSME begins by understanding people.

This understanding is represented through the REALSME CORE Economic DNA.

The CORE Economic DNA is not a personality profile. It is not a psychological assessment. It is not a scoring mechanism.

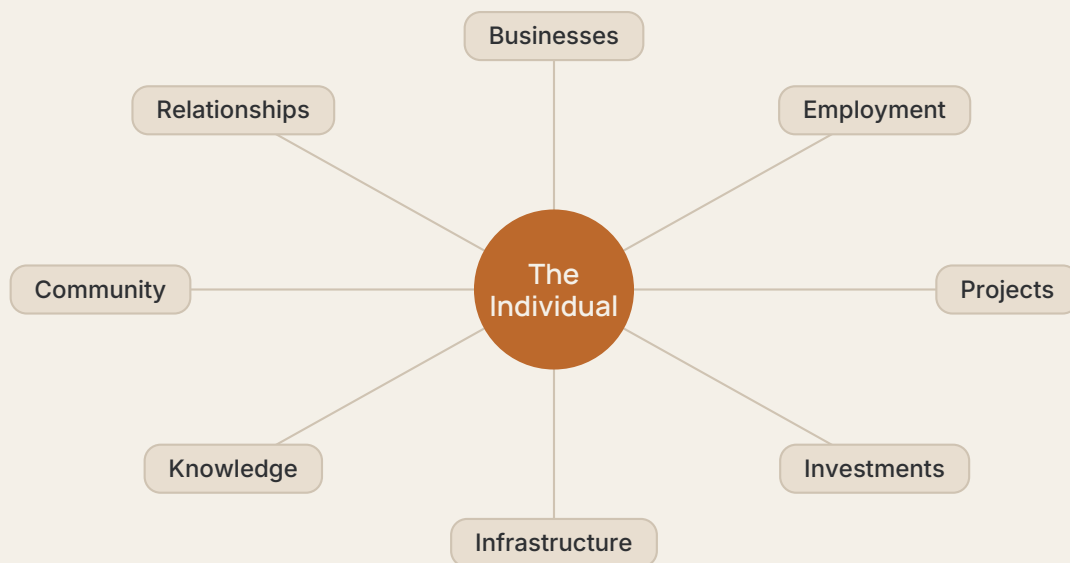
It is a living representation of an individual's economic journey, current economic state and continuous evolution.

It grows	with the individual.
It is reviewed	throughout the individual's journey.
It is never	considered complete.

CHAPTER 1

The Individual First

Every record within the REALSME ecosystem begins with an individual. The individual is the primary entity. Everything else is connected to that individual.



Companies may come and go. Businesses may succeed or fail. Economic roles may change.

The individual remains the constant around which the entire ecosystem is built.

CHAPTER 2

The REALSME CORE Economic DNA

The CORE Economic DNA is REALSME's living understanding of an individual's economic life.

It is not intended to classify people.

It is intended to understand them.

The framework evolves continuously as the individual grows, learns, builds businesses, accepts new responsibilities and contributes to society.

REALSME believes understanding should evolve with experience.

The CORE Economic DNA therefore evolves with the individual.

CHAPTER 3

The Meaning of C.O.R.E.

Within the REALSME Framework, CORE represents four dimensions of an individual's economic journey.

C

Current Economic State

Where is the individual today?

Examples include

Current Economic Role · Primary Source of Income · Current Businesses · Employment · Financial Commitments · Existing Responsibilities · Present Opportunities

The Current Economic State provides context for every future discussion.

O

Observations

How is the individual growing?

Observations are the professional understanding developed through continued interaction. REALSME does not judge individuals. REALSME observes.

Observations may include

Growth in thinking · Communication · Decision-making patterns · Leadership development · Learning behaviour · Business maturity · Consistency of actions

Observations are never scores. They are living records that help understand progress over time.

R

Relationships & Responsibilities

Who and what does the individual answer to?

Relationships represent an individual's economic ecosystem. Responsibilities provide the context within which decisions are made.

Relationships may include

Family · Customers · Employees · Vendors · Investors · Advisors · Community

Responsibilities may include

Family · Business · Financial · Professional · Community

REALSME believes business decisions cannot be understood without understanding both relationships and responsibilities.

E

Evolution

How has the individual changed over time?

Examples include

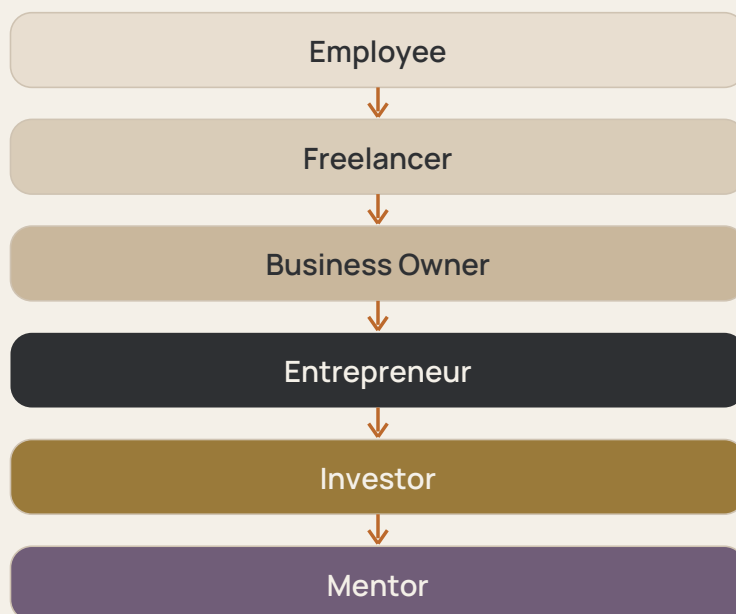
New capabilities · New businesses · New economic roles · Greater responsibilities · Better judgement · Stronger leadership · Increased contribution to society

REALSME believes people are not fixed. Growth is expected. The CORE Economic DNA therefore records evolution rather than static information.

CHAPTER 4

The Economic Journey

Every individual participates in the economy differently. Throughout life, an individual may move through different economic roles. For example:



These roles are not rankings. They are different forms of economic participation.

REALSME supports individuals wherever they are in their journey. The objective is not to move everyone towards entrepreneurship.

The objective is to strengthen the individual's current economic role while preparing them for future opportunities if they choose.

CHAPTER 5

A Living Framework

The CORE Economic DNA is not created once. It develops continuously.

Every meaningful interaction contributes to a deeper understanding of the individual.

Examples include:

Meetings	Reviews	Business engagements	New ventures
Challenges	Successes	Failures	Learning experiences

REALSME believes that understanding people is an ongoing process rather than a one-time assessment.

CHAPTER 6

Supporting the Individual

Once the CORE Economic DNA has been understood, REALSME determines how the ecosystem can best support the individual.

Support is never predetermined. Different individuals require different forms of support. Support may come through:

The Thinking Layer	Management Consulting · Business Strategy · Business Restructuring · Investment Representation
The Doing Layer	Business Infrastructure · Technology Infrastructure · Operational Support
The Capital Layer	Patient Capital · Investment Partnership
The Community Layer	Mentoring · Learning · Knowledge Sharing · Community Building

The ecosystem adapts to the individual.
The individual is never expected to adapt to the ecosystem.

CHAPTER 7

An Adaptive Framework

REALSME deliberately avoids fixed economic classifications beyond understanding the individual's current role.

No two individuals have the same journey.
No two businesses are identical.
No two entrepreneurs think alike.

The purpose of the CORE Economic Framework is therefore not to standardise people.

It is to standardise understanding.

Every practitioner within the REALSME ecosystem is encouraged to:

Observe carefully	Record honestly	Reflect objectively	Support appropriately	Review continuously
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The framework provides direction.

Professional judgement provides wisdom.

Experience strengthens both.

CHAPTER 8

The Foundation of the REALSME Ecosystem

The REALSME CORE Economic Framework forms the foundation upon which every other implementation within the ecosystem is built.

Consulting	begins here.
Business reviews	begin here.
Investment discussions	begin here.
Infrastructure planning	begins here.
Technology design	begins here.
Community building	begins here.

Every layer of the REALSME ecosystem begins with understanding the individual.

CONCLUSION

Conclusion

REALSME believes economies are built by people.

Businesses	are created by people.
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Communities	are strengthened by people.
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Capital	serves people.
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Technology	supports people.
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The individual therefore remains at the centre of the REALSME ecosystem.

By understanding the individual's CORE Economic DNA, REALSME seeks to provide the right support, at the right time, through the right layer of the ecosystem.

The framework is not designed to define people.
It is designed to understand them.

Because every economic journey begins with an individual.

REALSME Philosophy

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realsme.org

WIDER ECOSYSTEM

- REALSME.ORG The Why Layer
- REALSME.IN The Thinking Layer
- REALSMEVENTURES.COM The Doing Layer
- ISHTACAPITAL.IN The Capital Layer
- ISHTATRUST.ORG The Community Layer

Better businesses create better lives.