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Fixing Financial Affliction

By MalaMaal.com

Fixing Financial Affliction

Failing finances are a common problem now-a-days. How does one extricate himself from a heavy debt load? There are ads that offer to do that ... for a price. It may be the answer for some. However, there are things one can do for himself. The first step to relieve debt is not to make any more.

There are very creative ways to save money. Ben Franklin said, "A penny saved is a penny earned." Bill Gothard said several years ago, "A dollar saved is a dollar sixty earned!" In other words, taking into account the multitude of revealed and hidden taxes, working expenses, etc., one then needed to earn \$1.60 in order to have \$1.00 to spend! How much do we have left today?! One of the best and most practical resources for saving money is Dr. Alfred W. Munzert's book *Poor Richard's Economic Survival Manual* (Franklinville, NY: Hemisphere Publications, 1982). Dr. Munzert raised a large family on a teacher's salary and his children received a college education. I am still amazed by many of the strategies he used. Buy the book, or request it at your library.

Making arrangements for a reduced payment to each creditor is one alternative to get rid of debt. If you need help, call the National Foundation for Consumer Credit at 1-800-388-2227.

Bankruptcy is another alternative. In their anguish, some have chosen to use this law that provides protection from creditors. You can file for bankruptcy yourself, but it is probably best to hire a competent bankruptcy lawyer. I went through a chapter 7 bankruptcy and did the filing myself, since I could not afford a lawyer at the time. The best resource that I found was Kenneth J. Doran's book, *Personal Bankruptcy and Debt Adjustment* (New York: Random House, 1991). It is written in plain English, with legal terms explained. Be sure to use up-to-date-forms (I had to re-submit some forms because of this). The new forms were expensive, so I copied them from Clark, Boardman and Callaghan, *Bankruptcy Code, Rules and Official Forms* (New York: The Lawyers Cooperative Publishing Company, 1991). A friend paid my filing fee. I made it with God's help and you can, too! Avoid bankruptcy if possible by solving financial problems early on. Financial stress will make you sick—I know from firsthand experience.

For a copy of my new book, essays exposing the myths of political correctness, send me two dollars. Read it. Then, if you want to keep it for reference, send an additional three dollars. You will not see

much of this documented material in the media. This is IBM shareware written in ASCII and on 5 1/4 inch computer disk. Please refer to the name of this publication. Your comments are welcome.

Best wishes in your mailorder endeavor!

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Why Are Duopolies So Competitive?

By Geoff Gannon

A duopoly is a situation in which two firms control nearly all of the market for a product or service.

Duopolies can be surprisingly competitive. If you remember that the price of a product or service is

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determined solely by the highest losing bid price and the lowest losing ask price, you'll realize why a duopoly can be so competitive. A large number of inefficient competitors will have almost no effect on prices in the long run unless someone (either a government or a group of idiotic investors) is willing to continually finance unprofitable operations in an unprofitable industry (think airlines).

Of course, there is always the fear of a price fixing scheme in a duopoly. Generally, however, that fear is unfounded. Human nature suggests a price fixing scheme is far more likely to occur in an oligopoly than a duopoly. Humans weight the fear of loss far more heavily than the greed of gain when making calculations about the future. In a duopoly, mistrust increases the fear of loss inherent to any price fixing scheme (namely, the other guy will stab you in the back). In an oligopoly, the diffusion of power and the lack of excess capacity at any one firm makes price fixing very attractive. Price fixing in an oligopoly is a much safer bet than price fixing in a duopoly.

There are, of course, other reasons why a duopoly is very unlikely to result in a price fixing scheme. In addition to a healthy dose of fear, there is an often unhealthy dose of hate in duopolies. There is always just one scapegoat in a duopoly. Hatred is a personal emotion; if spread over too many objects it tends to wane away. Finally, there's the simple fact that both competitors in a duopoly are likely really big, really agile, really cutthroat players. The process leading up to a duopoly tends to be a sort of wolfing run, in which two pups are separated from the runts.

Having said all that, price fixing is possible in a duopoly. Some duopolies are not the result of competition but of nationalization and privatization, although this is relatively rare since a nationalized monopoly won't often result in a lasting duopoly (it will either remain a monopoly once privatized or get crushed by new, private competitors).

Finally, a price fixing scheme always makes more sense in a commodity business. After all, any product differentiation limits the degree to which general demand is applicable to specific competitors' products. For example, Coke and Pepsi are highly differentiated products, at least when purchased in their specific packaging (physical differences or similarities are immaterial here; it is only the buyer's belief that matters). I drink Pepsi, and I can assure you (however irrational it sounds) that no drop in the price of Coke would be sufficient to get me to stop buying Pepsi. There is almost no other tangible good about which I could say the same. So, clearly Coke and Pepsi are differentiated products, and there's very little chance of an effective price fixing scheme between them.

Geoff Gannon writes a daily value investing blog and produces a twice weekly (half hour) value investing podcast at

<http://www.gannononinvesting.com>



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