

## **Elevator Speech of Lesley Anne Emerson's Themes, January 13, 2026**

Lesley Anne's model illustrates three findings. The paragraph below helps explain this:

Free marketeers believe that the benefits of growth and productivity extend to all. But Lesley Anne's model shows us that **(1) POCKETS OF POVERTY REMAIN IN FREE-MARKET SOCIETIES, EVEN THOUGH POVERTY MAY DECLINE OVERALL.** Not only does "trickle-down" to very poor minorities NOT occur, but also **(2) MAJORITY-RULE FOR MAJORITY-BENEFIT PULLS RESOURCES AWAY FROM THOSE ALREADY LEFT BEHIND** -- locally, nationally, and globally. The left-behind become disillusioned, angry, disruptive, and sometimes violent. Lesley Anne's simple solution to financial inequality is to **(3) REDUCE THE AMOUNT OF MONEY IN THE SYSTEM, WHICH CAN HELP PRICES ADJUST TO BETTER REFLECT TRUE VALUES** and help deliver what is needed.

Please see also Annie's essay on Loss of Empire - Warning, on this page. The essay is to be updated with references, soon.

### **For Economists: Q and A about the Elevator Speech:**

Q1) If a skill is in demand, surely its price will be bid up?

A1) This is what economic theory would expect. This question ignores Derived Demand. That is, the price of the final product (e.g., a restaurant meal) determines the funds available to pay for the intermediate inputs. If the price of the final product is low, then no matter the societal need for the initial input commodity (food), and for the intermediate products and services that contribute toward making the final product (workers and buildings), there will be insufficient (monetary) demand for them. The available monetary demand will not match the societal need for the "supply-chain" items.

Q2) If the economy cannot sustain the items, then, surely, we can allow them to be discontinued?

A2) People need to eat. If we discontinue the kinds of restaurant meals that the economy cannot sustain, we can expect that fast-food chains (for the poor) and exclusive restaurants (for the wealthy) will proliferate, at the expense of a once-thriving middle-income restaurant business. People other than the wealthy may have to choose between fast-food meals and cooking for themselves. I for one dislike either option, and I am retired with time to cook and enough money to eat out, inexpensively. I prefer that a healthy-meal industry be sustainable and affordable.

Q3) If a good is in demand, such as petroleum or food, surely its price will be bid up?

A3) This is what economic theory would expect. The question ignores the global competition for people's money. When people have enough money for food, they put their money toward other items. This draws money into production of those other items, which in turn draws resources into those other businesses and industries. Relatively speaking, the (monetary) demand for commodity items is lower than the demand for those other types of non-petroleum or non-food items.

This keeps the wages of farm workers lower than is optimal, because not every farm worker can afford to purchase luxury food items that they may be paid to grow. Nor can farm workers afford comfortable living spaces, etcetera. Yet, if you allow the price of food to rise high enough for farm workers to be paid a comfortable wage, then growth in the rest of the economy suffers, because everyone has to pay more for food. (We also have seen how volatility in oil and gas prices affects economic growth in the rest of the world, since the advent of OPEC.)

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### **Clarification and Elaboration: Majority Rule and the Poor**

- 1) For many years, Westerners sincerely believed that wealth would spread from the engines of growth to the poorest of the poor. It doesn't happen. We see pockets of poverty and societal rejection in almost every civilization, past and present.
- 2) There IS a value system that offers help to the poor. Most of the world's major religions and philosophies advocate for compassion, kindness, and peace. Yet these virtues are elusive, and many atrocities are committed in the name of those very religions and philosophies.
- 3) Every society has people at the bottom of its socioeconomic strata. In India it was the "untouchables." In the UK, it was child workers, orphans, or those in the poor-house. The phenomenon occurs in many cultures and many social groups.
- 4) Most societies believe in having police and tax collectors – people whose jobs it is to enforce the rules over a sometimes-unwilling citizenry.
- 5) Where "Annie's model" or "Annie's theory" comes in is to remind us that:

- a. All societies use this structure, and all societies have poverty, even as its prevalence may have declined overall.
- b. IF trickle-down does not occur, then majority-rule leaves the left-behind ever farther behind. Resources leave left-behind regions and countries to make better fortunes elsewhere. This is true globally, nationally, and locally.
- c. When the dominant culture moves on, then what used to be a good living is priced out of the market for good living; it is not merely static at a low level that used to be enough.
- d. When the left-behind get sufficiently angry and disillusioned, they become disruptive. They go on strike; they demand what the system can't give them; some of them may become violent.
- e. There IS a solution – reduce the money supply and in so doing reduce both the system's dependence on monetary reward as carrot, incarceration as stick, AND people's need to be monetarily embedded in the system. (That is, for people to need a well-paying job in order to survive.)
- f. Concurrent with reducing the power of the system's monetary properties, we need to emphasize the education of all people into a body of knowledge that emphasizes citizenship, community, and universal values. We can find these in the preachings of visionaries and prophets the world over, much more than in political and economic textbooks or rallying cries.

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