



## Special points of interest:

- \* In social transactions rackets are to be distinguished from games. A game is a social activity which regulates intimacy. It is one of the six ways of structuring time. ... A racket is a repetitively displayed emotion with fraudulent, coercive and intimidating qualities which brings about the outward consent of the other person. ...

## Inside this issue:

Quantitative Easing	1
The Game of "Debtor"	1
The Encounterer, Vol.2, No.37 — Games and Rackets	3

## Quantitative Easing

This season is marked by "quantitative easing." "Quantitative easing" is the activity of the FED issuing (printing) more money, and then buying it back in the form of Bonds. This has many of us wondering; foreign country financial money experts scratching their heads. Pay attention,

## The Game of "Debtor"

In the book ["Games People Play"](#) Dr. Eric Berne describes the game of debtor; page 81. [Comments](#), [notes in blue highlight are those of FH Ernst Jr.](#)

THESIS. "Debtor" is more than a game. (\* #1. Same is true of the [Alcoholic](#).)

In America it tends to become a script, a plan for a whole lifetime, just as it does in some of the jungles of Africa and New Guinea. There the relatives of a young man buy him a bride at an enormous price, putting him in debt for years to come. Here the same custom prevails, at least in the more civilized sections of the country, except that the bride price becomes the house price, and if there is no stake from the relatives, this role is taken on by the bank.

Thus the young man in New Guinea with an old wrist watch dangling from

too. The theory of "quantitative easing" will show itself for what it is as time goes on. More consumers are increasingly aware of the importance to pay with cash, pay down debt.

There is more going on here than meets the eye. In Game Codes Newsletter VINS we wrote about the game

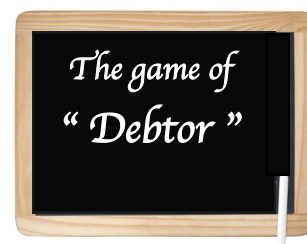
of "Let's Pull a Fast One On Joey." This letter addresses the game of "Debtor."

Related games are:  
"Try and Collect."  
"Try and Get Away With It."

his ear to ensure success, and the young man in America with a new wrist watch wrapped around his arm to ensure success, both feel that they have a "purpose" in life. The big celebration, the wedding or housewarming, takes place not when the debt is discharged, but when it is undertaken. What is emphasized on TV, for example, is not the middle-aged man who has finally paid off his mortgage, but the young man who moves into his new home with his family, proudly waving the papers he has just signed and which will bind him for most of his productive years. After he has paid his debts -- the mortgage, the college expenses for his children and his insurance -- he is regarded as a problem, a "senior citizen" for whom society must provide not only material comforts but a new "purpose." As in New Guinea, if he is very shrewd, he may become a big creditor instead of

a big debtor, but this happens relatively rarely.

As this is written, a sow bug crawls across a desk. If he is turned over on his back, one can observe the tremendous struggle he goes through to get on his feet again. During this interval he has "purpose" in his life. When he succeeds, one can almost see the look of victory on his face. Off he goes, and one can imagine him telling his tale at



The game of "Debtor" is more than a game. It tends to be a life plan.

---

"Creditor", in the form of "Try and Get Away With It" (TAGAWI), is sometimes played by small landlords. "Try And Collect" (TAC) and TAGAWI players readily recognize each other, and because of the prospective transactional advantages and the promised sport, they are secretly pleased and readily become involved with each other. Regardless of who wins the money, each has improved the other's position for playing "Why Does This Always Happen To Me?"

---

the next meeting of sow bugs, looked up to by the next generation as an insect who has made it. And yet mixed with his smugness is a little disappointment. Now that he has come out on top, life seems aimless. Maybe he will return in the hope of repeating his triumph. It might be worth marking his back with ink, so as to recognize him if he risks it. A courageous animal, the sow bug. No wonder he has survived for millions of years.

Most young Americans, however, take their mortgages very seriously only in times of stress. If they are depressed, or the economic situation is bad, their obligations keep them going and may prevent some of them from committing suicide. Most of the time they play a mild game of "If It Weren't For The Debts", but otherwise enjoy themselves. Only a few make a career out of playing a hard game of "Debtor."

"Try And Collect" (TAC) is commonly played by young Married couples, and illustrates how a game is set up so that the player "wins" whichever way it goes (\* #2— Either player gets "That's just what I thought (expected) you'd say!" OR the game comes out after the demands have been pushed AND player gets what he asked for, "wanted." Either way player "wins", either he gets what he EXPECTED or what he WANTED.)

The Whites obtain all sorts of goods and services on credit, petty or luxurious, depending on their backgrounds and how they were taught to play by their parents or grandparents. If the creditor gives up after a few soft efforts to collect, then the Whites can enjoy their gains without penalty, and in this sense they win. If the creditor makes more strenuous attempts, then they enjoy the pleasures of the chase

as well as the use of their purchases. The hard form of the game occurs if the creditor is determined to collect. In order to get his money he will resort to extreme measures. These usually have a coercive element -- going to White's employers or driving up to his house in a noisy garish truck labeled in big letter COLLECTION AGENCY.

At this point there is a switch. White now knows that he will probably have to pay. But because of the coercive element, made clear in most cases by the "third letter" from the collector ("If you do not appear at our office within 48 hours..."), White feels peremptorily (sic) justified in getting angry (\* #3 - The anger shown is an "Anger Racket" for social (audience, onlooker coercive purposes) defining, with the emotional display, that the accoster here is a "Not-OK" person. This emotional blackmail is aimed at driving off the accoster or, at the least, defining him to all onlookers as a bad person. This "anger" is very similar to that shown by the person playing "Store Thief (Shoplifter)" when they are first apprehended.); he now switches over to a variant of "Now I've Got You, You Son of a Bitch." In this case he wins by demonstrating that the creditor is greedy, ruthless and untrustworthy. The two most obvious advantages of this are (1) it strengthens White's existential position, which is a disguised form of "All creditors are grasping", and (2) it offers a large external social gain, since he is now in a position to abuse the creditor openly to his friends without losing his status as a "Good Joe" (\* #4 - "Good Joe" most of the time is a "persona" -- see earlier in text -- not a game). He may also exploit further internal social gain by confronting the creditor himself. In

addition, it vindicates his taking advantage of the credit system: if that is the way creditors are, as he has shown, why pay anybody?

"Creditor", in the form of "Try and Get Away With It" (TAGAWI), is sometimes played by small landlords. TAC and TAGAWI players readily recognize each other, and because of the prospective transactional advantages and the promised sport, they are secretly pleased and readily become involved with each other. Regardless of who wins the money, each has improved the other's position for playing "Why Does This Always Happen To Me?"

Money games can have very serious consequences. If these descriptions sound facetious, as they do to some people, it is not because they relate to trivia but because of the exposure of trivial motivations behind matters people are taught to take seriously.

ANTITHESIS. The obvious antithesis of TAC is to request immediate payment in cash. But a good TAC player has methods (\* #5 - These "methods" are the maneuvers the TAC player employs in initiating his game with creditor. Equally true the "Creditor" player recognizes these maneuvers for what they are and initiates his own game (plan) maneuvers. ) for getting around that, which will work on any but the most hard-boiled creditors. The antithesis of TAGAWI is promptness and honesty. Since hard TAC and TAGAWI players are both professionals in every sense of the word, an amateur stands as much chance playing against them as he does playing against professional gamblers. While the amateur seldom wins, he can at least enjoy himself if he becomes involved in one of these games. Since both are by tradition played

grimly, nothing is more disconcerting to the professionals than to have an amateur victim laugh at the outcome. In financial circles this is considered strictly out. In the cases reported to this writer, laughing at a debtor when one encounters him on the street is just bewildering, frustrating and disconcerting to him as playing anti-"Schlemiel" is to a Schlemiel.

(\* #6 - Here laughing at the debtor is an "immaculate put down", ie there is no basis or justification for the TAC player to counter the "You are Not-OK" laugh which then leaves him with no added justification for his position AND with a GNW or a GAF game payoff initiated and controlled by the laughing party. That is TAC player neither wanted nor expected this payoff, thus

genuinely felt defeated and without recourse or reason for seeking vindication or revenge. It's harder for TAC player to "collect stamps" from this.

\* Complementary games:  
Try And Collect <> Try And Get Away With It.

---

A RACKET is a repetitively displayed emotion with coercive intimidating qualities which can be used for a game payoff. A racket aims to 1) bring about the outward consent of the Other Person; 2) hampers the chance for get-on-with pleasure for either person; 3) restricts the choices of OP to either inaction, retreat or avoidance; and 4) puts a burden on OP. A racket is a show of feeling to which there is a lack of personal commitment. The feeling shown is a "You" feeling, not an "I" feeling, therefore it is said to lack authenticity, it is more a show.

---



## The Encounterer Vol. 2, No. 37 : Games and Rackets

The following is taken from Vol.2, No.37 of The Encounterer, edited by FH Ernst Jr., M.D.

**FORMULATION:** Psychological Rackets (Continued from *THE ENCOUNTERER*, No. 36). In social transactions, rackets are to be distinguished from games. A game is a social activity which regulates intimacy. It is one of the six ways of structuring time. Repetitively carried out, its elements are a seemingly reasonable opening objective, concealed motivation, ulterior transactions, gimmick (with a switch as part of this artful stratagem) ending with a payoff. A payoff is a bright, vivid "moment of truth" when another one of your inside selves gets to come alive, when another set of feelings AND physiology gets to be exercised. Of and in themselves (contrary to some doctrinaires), games are not bad, are OK (see "TA Bulletin" 9:35, 84-86, July 1970), the payoff being the element to selectively control. The strokes of games furnish the psychological bread of life and games structure between 30% and 60% of people's lives. The payoffs of games, the denouements, can be classified into four varieties: Get-On-With, Get-Away-From, Get-Rid-Of and Get-Nowhere-With.

Figure 1

GAF	GOW
GNW	GRO

RACKETS are different.

*Phenomenologically*, a racket is a repetitively displayed emotion with fraudulent, coercive and intimidating qualities which brings about the outward consent of the victim.

*Operationally*, a racket is an emotional display lacking authenticity, preventing other emotional displays AND victimizing the recipient's choices to either inaction (GNW) or avoidance (GAF). *Pragmatically*, a racket is a specialized display, which places a burden on the other person. In the criminal protection racket, the victim purchases protection from "the protector"-predator.

Analysis of stimulus and response reveals that these specialized displays clearly and distinctly convey to the Other Person that OP is *not OK* (Figure 2). In the case of a racketeer repeatedly claiming "You hurt me," "That hurt me," it is depicted operationally by Figure 3.

Figure 2

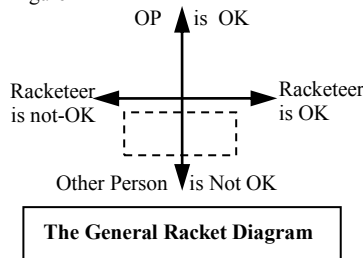
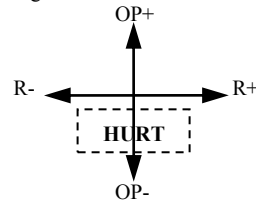


Figure 3



**The Specified Racket Diagram**

This, the Racket Letter of the Behavioral Alphabet, shows a very specialized form of "put down," "You are not-OK with me" strokes. Rackets may be called emotional blackmail and the gifted put-down artists awarded the order of the brown (tan, beige, or chocolate) tongue with brown leaf clusters.

The build-up to a racket is done by going through a specific set of steps. These steps are, 1) One or more (Positive Conditional) "I am OK" strokes by racketeer, e.g., "I couldn't have said it better." "I am so glad to be here!" (vs "with you!"). These are followed by, 2) one or more sequential strokes that contradict those before; (Negative Conditional) strokes that say "I am not-OK," "This old dress?" "I'm not really qualified to judge that!" This second step usually elicits reassurance from the intended prey; e.g. about-to-be-victimized saying "Why, that dress is a most attractive one." 3) The victim instead finds himself



Addresso'Set Publications

"Game Codes Newsletter of Games People Play"

Franklin "Harry" Ernst III, Editor

P.O. Box 3009

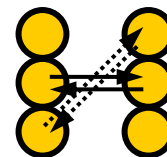
Vallejo, California 94590

Phone: 707/643-5100

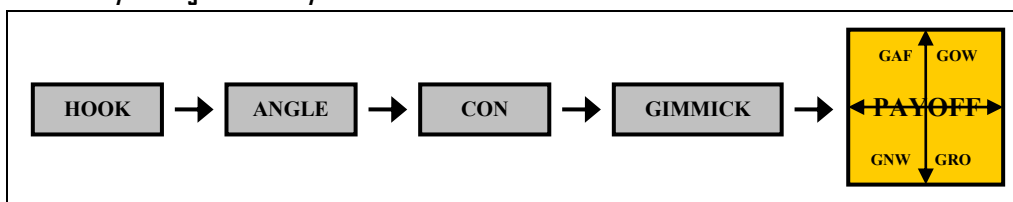
Fax: 707/644-6358

E-mail: harryearnst@aao3news.cnc.net

A game is defined as a recurring set of transactions with ulterior transactions, concealed motivation, a gimmick, and a payoff. Eric Berne, M.D. used a particular variation of the duplex transactional diagram to represent the ulterior aspects of a game. Berne added the concept of switch in 1966 and introduced "The Game Formula."  $Con + Gimmick = Response > Switch > Payoff$



The "Ernst Game Diagram" as described by Franklin H. Ernst Jr., M.D. in his paper "The Game Diagram" shows the phenomena of the variableness of a game and number of variations without contradicting "Berne's Game Formula." The Game Diagram" has five moves: Move #1-Hook, Move #2-Angle, Move #3-Con, Move #4-Gimmick, Move #5-Payoff. Diagrammatically it looks like this:

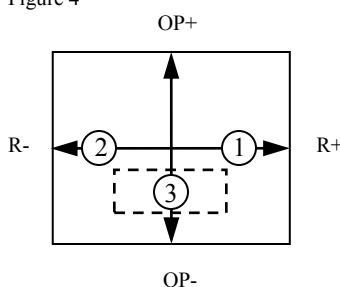


We're on the Web.  
www.ListeningActivity.com  
www.ErnstOKCorral.com

*"Mastery of the universe is proportional to the symbols man has by which to represent his universe."*

snarled up and contradicting racketeer, as he finds himself receiving (Negative Unconditional) "You are not-OK" strokes, accused of arguing, of lack of understanding and classed as a disagreeable person; this is exemplified by racketeer escalating the intensity of his declaration of personal not-OKness with "But (you don't understand) I am too a mess," "This dress is too old," "I am not at all qualified to judge," thus showing OP how OP, in his act of disagreeing is a disagreeable person, even causative of racketeer's feeling even more not-OK. OP has been dumped into not-OKness by racketeer. In racketeer's logic OP has earned the not-OK strokes being given to him. The racketeer steps are shown in Figure 4.

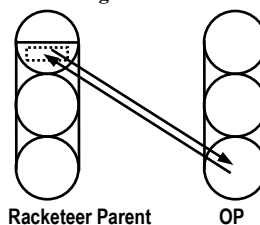
Figure 4



strokes, until OP surrenders or retreats.

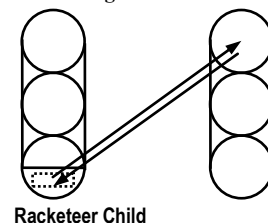
A racketeer coming from his Parent-self is diagnosed by the transactional response of OP coming back from the Child (Figure 5).

Figure No. 5



The Child racketeer can be diagnosed by noting the social response coming back from Other Person's Parent-self (Figure 6).

Figure No. 6



Rx for Get Well of a racket: "Give more free OK's to other people AND accept more of the free OK's given to yourself," e.g., "Say 'Thank You!'," whether or not you feel like it." "Stop cutting off all these OK's coming to you: quit arguing so much with the giver about your un-merits and giver's poor judgment in complimenting you."

Game Codes Newsletter of Games People Play  
Copyright © 2010  
Franklin "Harry" Ernst III, Editor  
Addresso'Set Publications  
Copying for non-commercial purposes authorized.  
Permission is hereby granted to any person, magazine, newspaper, other periodical, or media to reprint this newsletter in any single issue of the periodical in question, so long as two conditions are met: (1) the newsletter is printed word for word, including diagrams, figures, and footnotes, and (2) the following reference is given at the bottom of the first page on which the reprinted newsletter begins: "Game Codes Newsletter of Games People Play" is published by Addresso'Set Publications, Franklin "Harry" Ernst III, Editor, P.O. Box 3009, Vallejo, California, 94590, USA, www.ListeningActivity.com"