

# **WARRIORS, WORKERS, WHINERS, & WEASELS**

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**Understanding and Using  
the Four Personality Types to Your Advantage**

XEPHOR  
P R E S S

## The Weasel Tax: The High Price We All Pay for Rodent Infestation

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“Expecting life to treat you well because you are a good person is like expecting an angry bull not to charge because you are a vegetarian. “

—Shari R. Barr

**W**easels are not only annoying and sometimes dangerous, but they are also incredibly expensive! In fact, we all pay essentially what amounts to a Weasel tax—and this tax is probably a lot more than most of us imagine, plus it’s increasing every year. In fact, the true cost of Weasels is probably impossible to tabulate, as the Weasel tax really consists of six components:

- 1. Weasel Preventative Costs:** Includes additional insurance; security; police and enforcement officials; attorneys; overly complex contracts; training time and personnel costs to “Weasel-proof” organizations; special Weasel-proofing construction; annoying airport security;

expensive protective local, state, and federal agencies specifically aimed at Weasel behavior; huge bumpers to protect your car from drunk Weasels; electronic firewalls and virus protection software; rubber gloves; the list goes on and on.

2. **Weasel Elimination and Isolation Costs:** Includes law enforcement and legal and court fees, payoffs for silly Weasel lawsuits, jails and prisons, penicillin, monitoring costs to make sure Martha Stewart doesn't leave her estate, salaries for worthless Weasels you would like to fire but can't due their litigious nature, etc.
3. **Weasel Theft Costs:** Includes the cost of what Weasels con, steal, and destroy. The massive worthless pork programs that Weasel politicians push through to stay in office and assure their seats on luxury junkets can also be put in this category.
4. **Weasel Loss-of-Productivity Costs:** Includes loss of valuable business time, intellectual and financial capital, and other resources due to Weasels.
5. **Higher Social Costs Due to Weasels:** Includes increased taxes, insurance premiums, governmental costs, construction costs, and many other Weasel-related fees that have to be passed down to consumers and tax payers.
6. **The Weasel Emotional Tax:** Although this is impossible to measure, just think about the stress and hassle we all experience thanks to Weasels.

It's a little difficult to isolate the Weasel tax from costs society would otherwise incur in its day-to-day operations. Certainly, even if there were no Weasels, we would still need infrastructure: police, armies, lawyers, government agencies, disaster insurance, jails for criminals, and many other departments and services. But our societal acceptance of Weasels and the subsequent infestation have run up the bill in many different ways. This chapter offers a few interesting financial statistics to consider.

## SO HOW DO WE START TO FIGHT THE WEASEL TAX?

In his bestseller *The Tipping Point: How Little Things Can Make A Big Difference*, author Malcolm Gladwell demonstrates how major social shifts can occur based on small grassroots changes. He points out that New York City experienced a massive decrease in crime in the 1990s. Over a five-year period, murders decreased an astounding 64.3 percent, and total crime fell by almost 50 percent. New York went from being one of the most dangerous cities in the world to one of the safest, in just a few short years. As a result, the trickle-down effect occurred: tourism jumped, the economy drastically improved, civic pride took a huge increase, and the overall quality of life in New York improved radically.

Although experts have offered many different explanations for this phenomenon, one approach that Gladwell points to that had a huge impact was a city-wide program to start *by attacking small crimes*:

- Vandalism was no longer tolerated.
- The city's subways were cleaned up, run more professionally, and kept clean.
- Police presence was increased, and petty crime was suddenly taken seriously. Police took a hard stance against minor crimes such as jumping the subway fare turnstiles, vagrancy, and theft. Basically, they cracked down on even petty Weasel behavior.

And the result? All crime decreased. Attitudes changed, and things got better.

So what would happen if American society embarked on a major program to reduce Weasel behavior? Forty-five years ago, John F. Kennedy announced to America that we would be the first nation to travel to the moon when the idea seemed a bit ludicrous, but we achieved it. Reducing Weasel behavior by 25 percent would seem to be a much easier task to achieve than conquering another planet!

Imagine if our president announced a program to reduce the Weasel tax by 25 percent over the next five years. I suspect this would be a much easier sell than the various Social Security changes currently being de-

bated, as this would mean immediate savings to taxpayers, and an increase in their quality of life. And wouldn't it be terrific if for once this program had bipartisan support? After all, what kind of politician wouldn't support an anti-Weasel campaign? (Perhaps a Weasel politician?) The program would probably consist of a few of the following components.

**Improve education.** Forty years ago, with a teary-eyed Native American as its spokesman, the federal government educated us all about littering, and our highways and streets immediately became a lot cleaner. Let's educate people not to act like Weasels. People are tremendously impacted by the media: what if we released a major advertising campaign promoting ethical behavior and making Weasel behavior absolutely unacceptable?

**Reduce Weasel incentives.** Change the ridiculous and complex laws that promote Weasel behavior. Simplify the tax code to eliminate shady tax dodges. Make moves to reduce needless litigation, and punish the Weasel attorneys who promote such actions. We already made a move to tighten the loose bankruptcy laws, so we've taken the first step; let's keep going.

**Increase prosecution of Weasel criminals.** We've taken the first steps by putting some of our biggest white-collar Weasels in prison; let's step up the enforcement.

As New Yorkers experienced ten years ago, small steps can lead to big gains. A concerted effort by all of us to reduce the Weasel tax could be a major boon to society.



*In the next and final section of the book, we will wrap up the Four W's with a few final thoughts about how this philosophy may best fit into your life.*