

*dividual* enter the picture. Without in any respect repudiating democracy and the right of universal franchise, all voters must understand that *what becomes law* is far more vital to freedom than the method used to secure its passage. Blinded by the erroneous belief that freedom is automatically guaranteed by the right to vote, we are now rapidly voting ourselves into abject dependence upon governmental control of our affairs. We are repudiating the responsibility that *is* freedom. We are adopting a "something for nothing" philosophy.

IF YOU would best serve the cause of freedom, you must explain this concept to all who will listen. If you as an individual neglect to do this, how else can it be done? I cannot do it because I do not know your family, your business associates, your fellow churchmen, your lodge brothers, your friends. They will listen to you — not to me.

Now you may say: "But all my associates and friends already agree with me. They are already on our side!"

IT IS TRUE that most of your associates and friends may pay lip service to the principle of private ownership of the means of production. They may say that they are opposed to "special privileges" for

anyone — but are they? How many of them are opposed to government's entry into the business of producing and selling electricity? How many of them understand the danger to personal freedom found in compulsory, government-guaranteed "security"? Who is the logical person to explain it to them — I or you?

ARE ALL of your friends and associates opposed to government-decreed, compulsory unionism? How about our government's support of socialism in Europe? Do your associates understand that tariffs cause higher prices by protecting less efficient producers? What about the other violations of freedom such as rent control, progressive taxation, the decreasing of the value of our money by government decree and by deficit financing, price supports, and a host of others? These are vital issues. Can you explain them convincingly to your friends and associates?

What can you as a lone individual do? First you can train yourself to *explain* instead of, like most of us, only to *sputter* on behalf of liberty. We here at the Foundation for Economic Education can be of help in that respect. In many cases, we spend a thousand technically skilled hours to prepare a study that you or any other interested person can read and understand in

less than an hour. Our sole purpose is to furnish this information to any person who will use it. Our work is ineffective unless individual persons read it, understand it, and explain it to other individual persons.

Now it may be that you — like me — do not know the answers to all these questions. If that is true, I suggest that you and I learn them. Literally, we must *learn* freedom. We as individuals must understand the philosophy of freedom so well that we can explain it convincingly and persuasively.

ABOVE ALL, as individuals we must begin this job with other individuals. Don't expect to change the course of the nation overnight. Begin with just one person. Convince him or her that personal responsibility for one's own welfare is more desirable than government-guaranteed "security." Convince him that freedom will work if we will only trust in it. If this one person becomes convinced through understanding, he or she will in turn convince another person. And so on. In short, if you yourself understand and are able to explain the fallacies of compulsory, government collectivism — and the alternative advantages of voluntary cooperation — many persons will seek your opinion and advice. Only

then will you become truly effective.

Slow? Yes! But it is the *only* way. Any short cut must necessarily involve compulsion. That would defeat your own purpose! Education is indeed a slow process. That is because it must be voluntary. The person must want to know. He cannot learn until first he has a desire to learn. Thus your task as one individual person is indeed a hard one and a vital one. First you yourself must be able to explain your philosophy convincingly. Then you must be most tactful in approaching the other person. While it is not dangerous to be honest, one should not become cantankerous with his honesty. Don't argue; explain. Don't call names; you will only antagonize. Since freedom is the world's finest product, there is no reason why a skilled salesman can't sell it to several of his friends and associates. Suppose that a million "individual persons" did that? The battle for freedom would soon be won. The voters would then automatically reject all socialistic candidates and proposals, by peaceful and voluntary means.

I hope that this purely personal answer may be of some aid or encouragement to you. And, finally, good luck!

DEAN RUSSELL

Dean Russell, now with United States Steel, wrote this letter as a member of the Foundation staff.