

## **Thank you for your inquiry!**

As I receive many requests for a lecture and/or seminar and I no longer have the time to discuss the processes each time, I would like to introduce a few tried and tested approaches that work well.

All sections of the population can be invited.

I do away with some illusions, such as the fact that "self-sufficiency" is simply not possible, but I do not polarize (Corona, Ukraine, CO2, etc.). Instead, I try to refer people to their own ability to observe and think in order to become more independent of the manipulative media "opinions", whether conventional or alternative.

I usually travel with my colleague Anneke Schammann. She is a Waldorf teacher trainer, has a lot of experience with new educational initiatives, new forms of society and is a theater teacher and musician. This gives the events more depth and lightness. (See her biography at [www.uweburka.eu/uber-uwe-und-seine-kollegen/](http://www.uweburka.eu/uber-uwe-und-seine-kollegen/) )

“The developing human being” with his search for his individual life task, his “vocation”, is the central point for me/us, as a point of orientation and not just any system or money, which actually has to serve as an “enabler” for people in their development and not the other way around. On this basis we can discuss all topics such as agriculture, communities, schools, health, money, legal forms, regional development, etc. in a very understandable way and move the participants. Mental blocks when it comes to money, decision-making, legal questions, etc. can be dissolved and people or groups can then move on with each other much more clearly.

Experience shows that a combination of an evening LECTURE and an introductory SEMINAR the next day is most effective. (Of course, two seminar days are better).

My/our effort would also be too high to come for just one day.

As a rule, 50-150 people come to the lectures and 25-50 people come to the seminars.

The trend is increasing. Usually around 1/3 more people come to the seminars than registered the day before, because they really want to find out more after the lecture and register spontaneously.

The number of participants is primarily determined by how well the organizers publicize the lecture/seminar. For example, I recently only had 50 people attend the lecture in Zurich, although the potential in Zurich is much higher (and these 50 came mainly through my circular email and not through the organizers). And conversely, 150 people recently came to a farm in a small community in Baden, even though they didn't even use the local newspapers. They distributed the invitation on various networks two months beforehand, then three weeks beforehand and again four days beforehand. Ten days beforehand, only 20 people had registered for the seminar. But ultimately 55 people attended the seminar. So, the right preparation and dissemination is what matters! This is an ideal way to find new active members for your group or initiative.

The venue should be easily accessible by public transport. It is better to pay a little more but have more people - otherwise offer a transport service.

### **Technology, drinks, food and accommodation**

On the evening of the lecture, the chairs are arranged in semicircles around the speaker. All you need is a flipchart and a chair. There is a 20-30 minute break, as it is very important that people get to know each other and exchange ideas. Water (and perhaps some tea, biscuits and nuts) should be provided in small bowls.

We sit in a circle for the seminar day. You will need to get masking tape for the names on your chest. The only tools you need are a flipchart and pencils or a board with colored chalk. The organizer provides drinks, water, tea and coffee in small bowls. For the breaks (25 minutes in the morning, 60 minutes in the afternoon and 25 minutes in the afternoon) each participant brings something to eat to share.

I/we would be happy to stay overnight with your group of friends, but not too far away and without a long conversation, as I/we need to gather myself for the next day. (We also have a motorhome).

### **Regarding the prices:**

As far as money is concerned, I would ask you to accept the following from experience:

The flyer contains a guide price.

In Germany and Austria we have a standard guide price for the lecture of €20 for two people (15 alone) and for the day seminar €80 (60 alone), for both events €90 (70 alone).

In Switzerland for the lecture CHF25 (20 alone) and for a day seminar CHF100 (80 alone), for both events CHF115 (90 alone)

with the addition: under 30-year-olds and professional farmers and gardeners pay half the guide price.

The lecturers pass on part of the income to develop future projects.

Of course, room rental and other costs are paid from the entrance fees. If desired, the organizer (e.g. club) can receive 10-30% of the net income for its own development. However, at least € 600 (400 alone) for the lecture and € 1500 (1000 alone) for a day seminar should be paid to us. (In Switzerland, CHF 750 (500 alone) for the lecture and CHF 1800 (1200 alone) for the day seminar.)

In this way, we can support future projects. With at least 45 paying attendees for the lecture and at least 25 paying attendees for the seminar, this should not be a problem. By distributing a flyer, also via our networks, additional participants will come.

At the entrance, there should be a person at the cash register with a sign showing the recommended price, where there is also the option to sign up for a newsletter address list that we have prepared. Most visitors pay this amount without batting an eyelid. Others pay less.

Some pay a little more. (This manned cash register at the entrance also helps to overcome the widespread "cheap" egoism)

Additional individual or group consultations cost € 120,- /hour (in Switzerland CHF 140,-)

## **Agreement**

Please read this schedule carefully. If you agree with it and really want to achieve something groundbreaking for your group or region, then please write to us and we will find a date together. I will now block the date for you.

Then your work begins:

Bring a small organization group together, I will send a flyer draft, which we will quickly complete and approve together with your wishes! This will then be distributed as soon as possible via your networks and networks of friends as well as other media. We can then also distribute the flyer via our networks. We have had good experience with distributing it 2 months, then 2-3 weeks and again 4 days before the event. If possible, of course, much earlier. (Unfortunately, many people today are very forgetful and non-committal. Hence these repetitions). Personal invitations are very helpful, including by telephone. Please think especially of the young people, as well as practicing gardeners and farmers.

Since some organizers in the past have unfortunately not been so committed and have put off the organization and even had my appointment canceled at short notice, I unfortunately had to resort to a **cancellation fee of € 200 for an evening lecture** and **€ 500 for a day seminar**.

By making the final appointment, you would also agree to this point. If you agree to all points, please contact us to arrange a binding appointment: [office@uweburka.eu](mailto:office@uweburka.eu)

Thank you for your understanding!

**To help you prepare, I have a few thoughts and questions for you:**

Community, housing project, business, school, solidarity farming communities and other initiatives are being founded everywhere that want to counteract the enormously critical global development with a positive impulse for social and cultural development.

In my many community consultations, however, I always find that there is almost everywhere a large discrepancy between desire and ability to implement it! Very few people who are searching are even remotely capable of bringing a project to life internally and practically or of developing an existing one in a contemporary way.

Pioneers with new skills are now needed more and more urgently! After a seminar, I am happy to place pioneers in interesting projects at home and abroad.

Before any new initiative is founded, solid preparation is required. Here are just a few examples of questions that should be clarified in advance:

- Are the initiators clear about their personal goals and abilities?
- And is the group of initiators clear about their common goals and abilities?
- Is what is being sought also wanted and needed in the environment or in the world, both ideally and practically?
- What internal and external rules or legal forms should the initiative adopt?
- How will ownership be regulated?
- How will the project be financed?
- How do I get into associative economics?
- In addition to financial and time budgets, are ecological and social budgets also needed?
- Is there enough specialist expertise for all areas of work?
- How are spaces created for personal and communal “development opportunities”?
- What arrangements are there in the event of conflicts?
- How are new arrivals and departures of community members regulated?
- Should there be regular reviews and previews of the business and social structure and especially of the goals set?
- Is there enough culture to keep the ideal “fire” alive? And much more.